

**ERIC DE SAINTDO**

Is this the man to rescue Rodriguez?
Find out on page 58

**ADVENTURE
PLAYGROUND**

Is *Mystère Shadow* the
ultimate beach club?

**THE RACE IS ON**

The America's Cup
World Series finally
gets under way

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Rossinavi's 70m that
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Nomade

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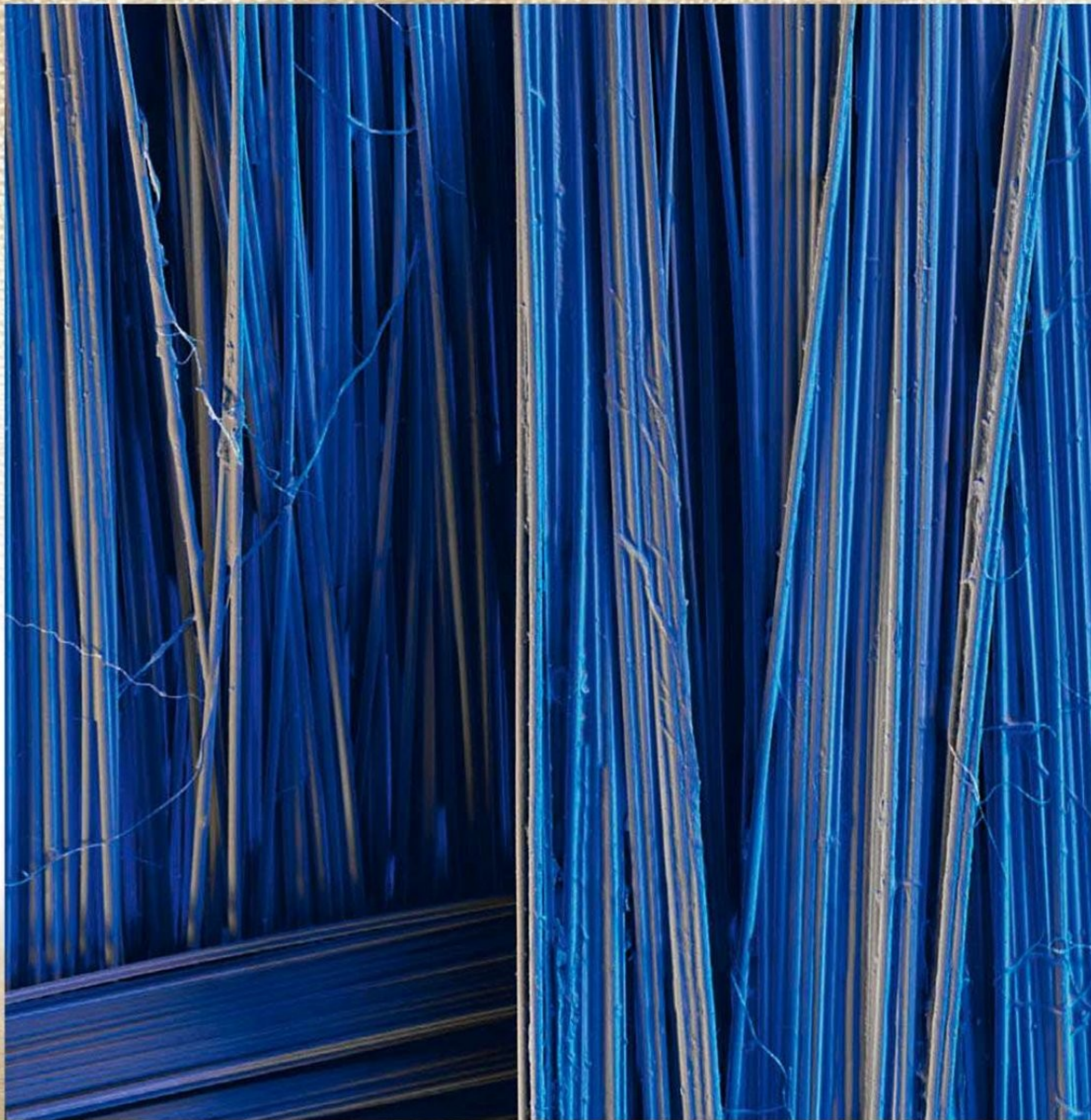
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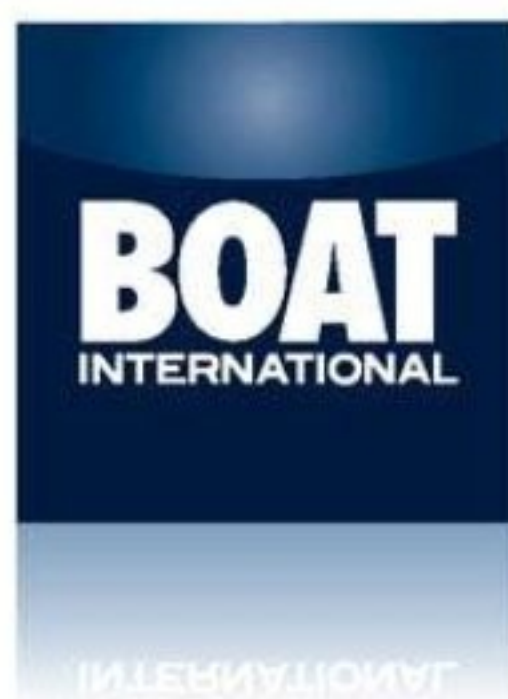


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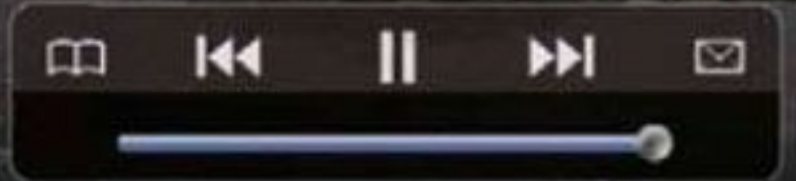
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Eilean, the legendary Fife Bermudian ketch,
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TONY CORALLO; JAINIE COWHAM; CARLO BORLENGHI



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october 11

international news and events

Eye Opener of our intrepid photographer stealing the perfect shot; Claydon Reeves combines practicality and style in its 70m design; Moore Yacht Design exclusively reveals two new concepts for a 73m platform; Hamburg-based Newcruise releases details of its 60m concept

the boats

NUMPTIA

The experienced owner of this 70m Rossinavi superyacht decided upon full customisation to achieve the unconventional design that would satisfy his exacting needs and provide the perfect 'home on the sea' for every generation of his family

QUINTA ESSENTIA

A desire for spaciousness and sea views throughout mark this airy, high ceilinged 55m Heesen – the yard's largest launch to date – which is studded with balconies

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ANNAGINE

An experienced owner and his business partner chose to set up their own yard to create this sleek, classically beautiful 33.9m sloop designed by Dykstra

MYSTÈRE SHADOW

The 2010-2011 refit of *Mystère Shadow* was a nine-month, adrenaline-fuelled quest to turn an oil rig supply vessel into the ultimate party boat

NOMADE

With angular looks and a purposeful bow this 36.4m yacht is undoubtedly handsome, but it is designer Riza Tansu's maximisation of exterior space – including the decision not to have an upper saloon – that makes her a pleasure to spend time on



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GREATER FORT LAUDERDALE CONVENTION AND VISITORS BUREAU; MAURIZIO PARADISI; TONI MENEGUZZO

the boats

DOUBLESHOT

Ioanna Marinopoulos combined daring design and art deco styling to create a family-friendly yacht that heralds a reinvigoration of the popular Velvet 36m from Tecnomar

features

LUNCH WITH ERIC DE SAINTDO

The dynamic new boss of the Rodriguez Group talks to *Boat International* about his plans for the company's future

FORT LAUDERDALE PREVIEW

If you're heading to 'the Venice of the Americas' in October, make sure you're prepared. From restaurants and bars to harbours and berths, our owners' guide offers the exclusive lowdown on the 52nd annual Fort Lauderdale Boat Show, as well as a fold-out map

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regulars

AMERICA'S CUP DIARY

Snapped winch handles and precocious newcomers spiked the action in Cascais, Portugal, as the fast AC45 catamaran sought to prove it is the boat that could bring sailing to the masses – and innovative filming techniques made sure it arrived in its full glory



OCEAN TRAVELLER

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CRUISING IN THE MALDIVES

Golden Compass navigates the complex coral reefs that barb this idyllic archipelago to find diving spots where the adventurous can swim with manta rays – and the languorous can stop off at an island resort for a relaxed sunset cocktail

BROKERAGE NEWS

The latest yachts sold and available to buy, including the 59m *Akula* and the 55m new-build *Geo*

MARKET ANALYSIS & INTELLIGENCE

Big boats continue to sell but clients demand more from new builds. Plus, the latest sales, orders, launches and name changes

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'When it comes to yachts any vestiges of grumpiness – even at the weather – tend to get left on the quay, and my opinions take on an altogether sunnier disposition'

MARK SIMS



JANIE COWHAM

I was catching up with a good friend recently, when he suddenly interrupted a particularly sarcastic line I was delivering. 'You,' he proffered pointedly, 'are turning into a grumpy old man.' I admit, I was slightly taken aback. First, I took issue with the term 'old'. But then I realised what really irked me was the other adjectival contained in his disarmingly concise statement. 'I am not grumpy,' I

retorted grumpily, 'just opinionated. Opinion is good. Opinion is valuable. Opinion is what lets people know what things bring you a measure of pleasure and what things you think deserve a dose of contempt.'

Fortunately, when it comes to yachts any vestiges of grumpiness – even at the weather – tend to get left on the quay, and my opinions take on an altogether sunnier disposition. This was driven home to me at the Loro Piana Superyacht Regatta in June, when my disappointment at the cancellation of the last day's racing due to too much wind quickly turned to euphoria after a ride on *Annagine*, a yacht owned by a passionate sailor who clearly revelled in showing off his yacht in the breezy conditions. She is a real yachtsman's yacht, a joy to helm and a delight to look at. It was a sensational day on the water, and it really drove home what, in my opinion, makes this industry of ours so special.

The same goes for the other yachts in this issue. I was fortunate enough to enjoy the pleasures of both *Mystère Shadow* and *Nomade* during our Rendezvous in Monaco, both

of which deviate from the norm but both of which offer an emphasis on that key element of yachting – fun.

My opinion on the 70m Rossinavi-built *Numptia* was formed long ago as I have followed her throughout her build. Seeing her at various stages of completion, it was obvious to me that she was going to be a stunning yacht when completed. You can read all about these gems, along with the Heesen *Quinta Essentia* and the Tecnomar *Doubleshot*, exclusively in the pages of this issue.

Talking of opinion, there are few things as likely to stir passionate debate as the America's Cup – a classic grumpy old man topic in any yacht club bar – and with the World Series getting under way in Cascais in August the debate continues to rage. One thing is clear – it appears that many of the hardened monohull fans have been converted. You can find the opinions of our own columnist, Andy Rice, on page 52.

One final thing before I sign off. If you were the idiot who nearly knocked me over in Nice recently because you were concentrating on texting rather than where you were going, I apologise for the multilingual, profanity-laden invective that was sent your way. Remember, I wasn't being grumpy. I was just expressing an opinion.

Tim Thomas

THE SUPERYACHTS

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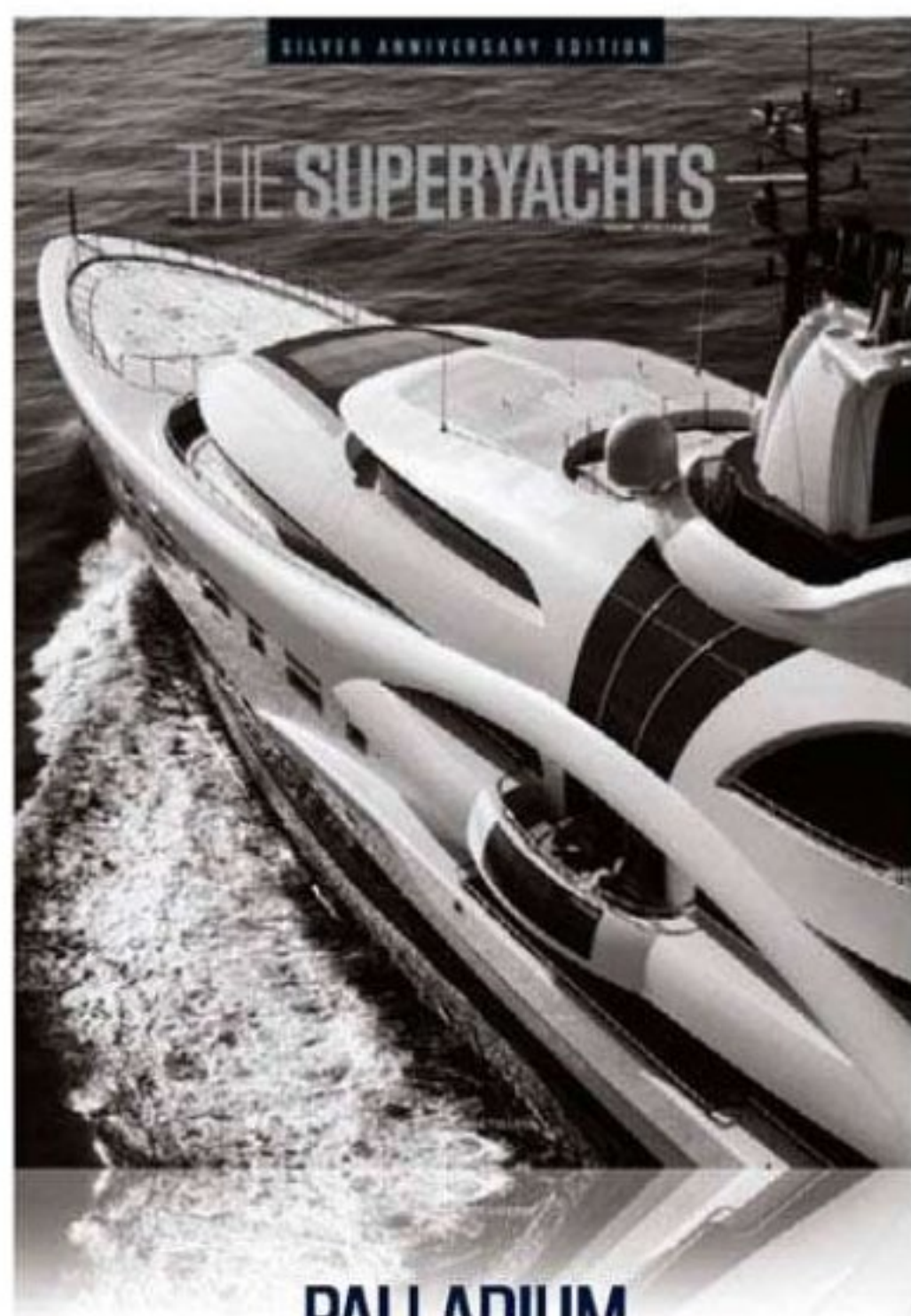
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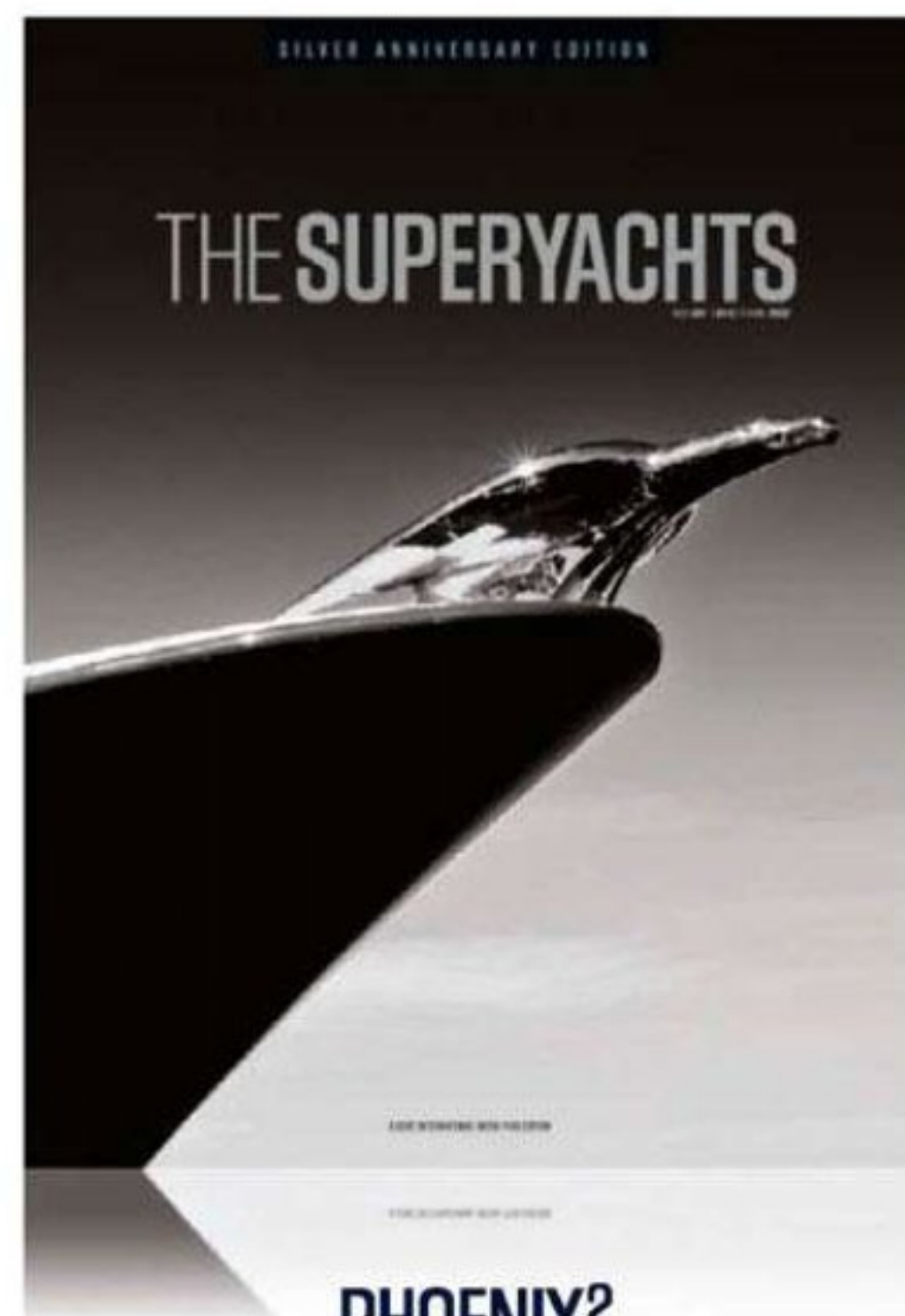


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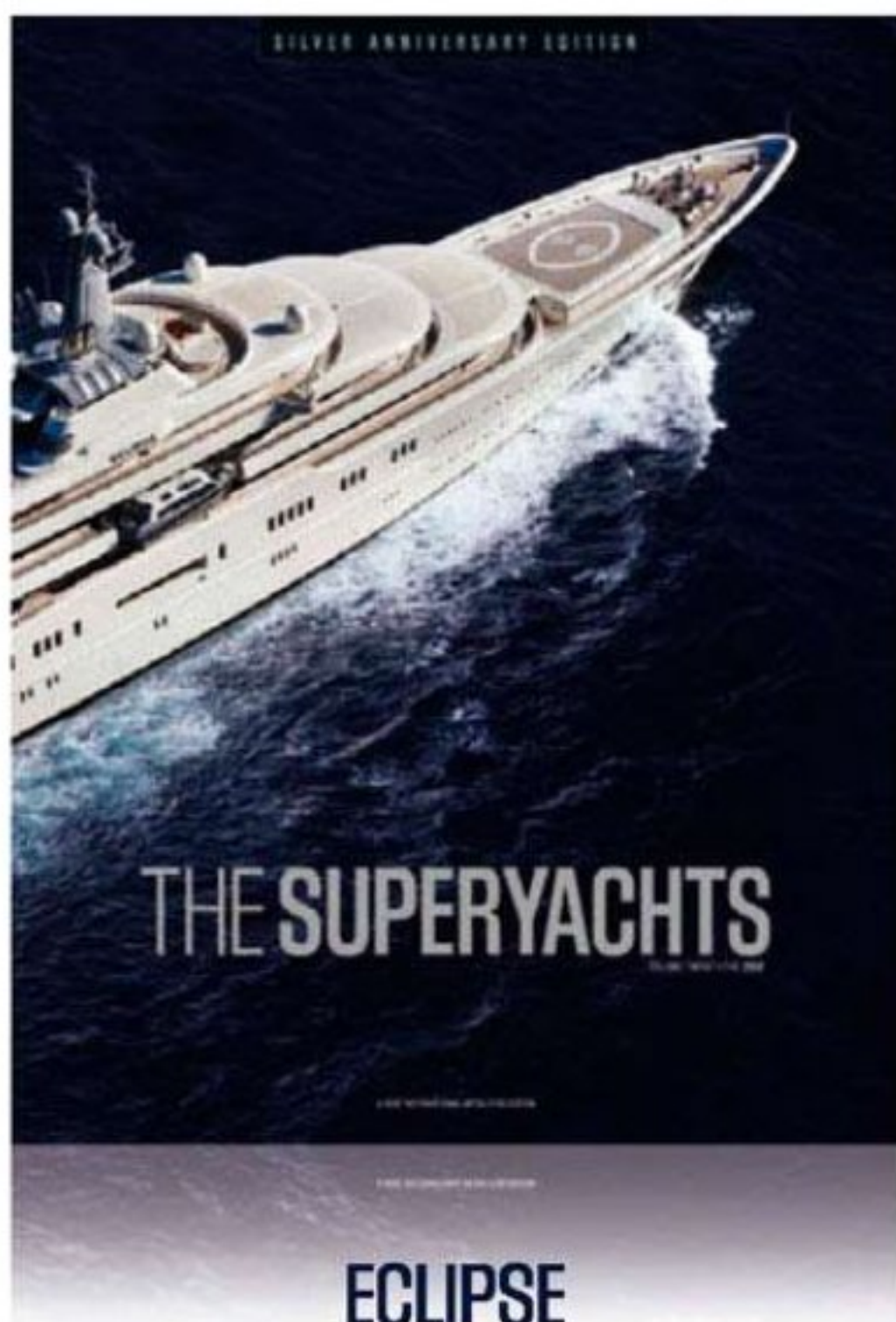
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AMANDA MCCRACKEN Italy

Delving into a yacht's innards is one of my favourite pastimes, but to do it with the owner and the whole team involved in the creation of the 70-metre *Numptia* was an extraordinary experience. Passion and expertise moulded together in harmony. To witness the attention to detail that one would normally expect to see at a 'grand dame' shipyard was worth all the effort.

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RISA MERL US

Every October, the beachside city of Fort Lauderdale, Florida, hosts what is arguably the biggest boat show in the world. This year is no exception, with more than \$3 billion worth of yachts, accessories and gear on display, visited by thousands. Beyond the show, the 'yachting capital of the world' is a place worth exploring, offering an exciting variety of high-end amenities and tropical diversions.

page 89



PETER BOULTON Italy

Imagine you're walking down the street and something or someone catches your eye... you must go back for another look. *Quinta Essentia* is just like that. You're running an anchorage and 'boom', there she is! You must return for another look – and that's only the outside. *Quinta Essentia*, the 'fifth element' in Greek mythology. The gods and goddesses beckon. Climb aboard...

page 138

Doubleshot is a boat that oozes personality from every pore and which is designed for the people who use it

JIM RAYCROFT Maldives

The round-the-world travel series on *Golden Compass* has been an eye opener in ways other than exposure to exotic locations. What has become apparent is the enormous opportunity for exploration a yacht offers. 'World charter has the potential to become the fastest growing market segment,' say the yacht's owners. I think they're on to something.

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ANDREW RICE Portugal

'Made for TV' is the watchword of the 34th America's Cup. Purists won't like the idea, but having seen it for myself at the first America's Cup World Series event in Portugal, I was impressed. Russell Coutts's vision is nothing less than revolutionary, and the move to multihulls on short courses is a bold experiment that, on the strength of this first regatta, seems to be working.

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TOM ISITT Sardinia

The problem with some superyachts, particularly those destined for charter, is that they can be a little bland. There is little to hint at the owner's personality or style. So I was delighted to go aboard *Doubleshot*, a boat that oozes personality from every pore and which is designed for the people who use it: the owners. Some bold choices have been made, and the result is a breath of fresh air.

page 194



eye opener

Côte d'Azur 27.06.2011



Hanging through the space where the door of a Robinson R44 used to be, SuperYacht Media cameraman Quin Bisset risks life and limb to capture the 55.05m Feadship *Kahalani*. 'It's an assault on the senses,' he says, 'with the physical factors like the sound of the rotors, being thrown around in the tight manoeuvres, the wind, and the fear factor of being so close to a charging superyacht while flying backwards – and all while trying to communicate with the yacht and focus on keeping everything in the viewfinder. It takes a lot of trust in the pilot, from both me and the yacht's captain. It's an adrenalin rush, but the feeling when you're back on the ground with it all in the can is unrivalled...'



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► Established in 1896, Scottish firm A Mylne & Co is the oldest continually designing naval architecture office in the world, producing some of the finest Edwardian yachts of the pre-war years. Now Mylne has designed a classic 36 metre explorer yacht with circumnavigation capability for a Swiss industrialist, who is an experienced yacht owner.

The brief for the project – codenamed PF-36 – meant the yacht had to be as tough, reliable and as environmentally friendly as possible, while still encompassing a traditional style to suit the client's tastes.

The yacht's highly efficient hull design uses less than half the fuel burn of a modern equivalently sized vessel – 30 litres per hour at 10 knots – while also reducing slamming and pitching motions. Active fin stabilisers will minimise roll.

With a beam of 7.2 metres, PF-36 will be built of steel and ice-classed, with an aluminium and teak deckhouse. It will be powered by a 600bhp Grenaa diesel engine, and have a range of over 5,000 nautical miles at its optimal cruising speed of 10 knots.

A specially developed and engineered skysail will be fitted to take advantage of wind power during long crossings and the yacht's other green features will include a wind generator, LED energy efficient lighting, and extra thermal and acoustic insulation.

Scottish firm Malcolm Duffin Design is responsible for the interior design, which will combine traditional elements with lighter, modern colour tones. The layout is conventional to a point – one unusual feature is the twin master cabins on the main deck, and another is the whisky room in the deckhouse, where gentlemen will retire to partake of the finest malts. There are two, possibly three, further guest cabins and crew quarters for eight, but this is still being refined.

Mylne is close to selecting a yard for the build, which is expected to start later this year with a likely delivery in 2013.

The PF-36 is a first of class whose design will be made available for future owners to put their stamp on.

On the iPad this issue

Contents

Close



Pegaso platform

Andy Moore has collaborated with Pegaso Marine to create two exciting designs for a 73m platform – head to the iPad to see his muscular and traditional concepts



ShowBoats Design Awards

Watch the glamorous ceremony that commends yachting's finest talents with our exclusive video from the ShowBoats Design Awards in Florida



America's Cup

You'll feel every splash, cheer and victory of this world-class racing event with our pictures and video from this year's nail-biting action in Cascais



Numptia

An experienced owner chose full customisation to achieve his unconventional vision of a 'home on the sea'. See more photos of the results of his labours on the iPad



Quinta Essentia

With its light, airy spaces and clever design this 55m Heesen really does feel as magical as the element it is named after, as our extended picture gallery shows



Annagine

An enthusiast and his business partner set up their own yard to build this graceful sloop. See more of her classic lines in our exclusive video and pictures



Mystère Shadow

Packed with toys and lounging space, Stefano Pastrovich has created the ultimate party boat. See more of her fun features in our extended image gallery



Nomade

This angular 36.4m superyacht was designed with an unconventional layout to maximise exterior space. Our iPad edition carries an extended gallery



Doubleshot

If you think you know the Velvet 36m, think again. This design heralds a new direction for Tecnomar's popular line. See more images in our iPad edition



Ocean Traveller – the Maldives

Head to the iPad to see an extended image bank of *Golden Compass's* enviable cruise through this divers' paradise

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Touch 60 demonstrates practical magic

► Newcruise has revealed its 60m concept, designed with practical considerations such as berthing and cost-saving in mind.

The Hamburg-based design studio embarked on the Touch 60 design after feedback from owners and industry figures. They admired Newcruise's 66.7m *Triple Seven* and the 73m *Siren*, but felt a smaller yacht would be more practical, particularly for the Mediterranean where very large berths are scarce. But during the design process Newcruise recognised other practical benefits.

'Not having too many crew on board is a huge cost benefit,' says co-designer Frank Neubelt. 'We also explored the idea that people might share the vessel as these are still quite tough times. So there are two VIP cabins on the main deck that could also be two owner's cabins.'

Comfort, however, has not been sacrificed to utility. The design team took particular care to optimise space, aiming to make the yacht's 60

metres feel more like 70. To this end they avoided dividing spaces, so the yacht would feel as open as possible, and minimised the furniture placed in rooms. They also adhered to the studio's 'inside/outside' design ethos.

'This means that the details you find inside you would also find outside on the furniture, the lighting etc,' says Newcruise interior designer Katharina Raczek. 'The integration makes you feel as if sea, clouds and the sun and all the nice surroundings you have on a yacht are brought into the room.'

The GA plan offers different layout options. Two spacious VIP cabins equipped with side balconies are possible on the main deck, as well as a saloon and dining area. The bridge deck comprises a luxury owner's suite with study. Further guest cabins are on lower deck.

The hydrodynamic displacement hull design offers 15 knots cruising and a maximum speed of 17 knots.

CONTACT: Newcruise, Germany **tel:** +49 4 06 966 4960 **email:** info@newcruise.de **web:** www.newcruise.de

Nauta 60m lights up the scene

► A quest for visual lightness is behind Project LIGHT's extensive outdoor spaces, breathtaking views and balance of lines.

While the Nauta 63m project comprises six decks, it is designed to be 'light' to look at. Its lines are simple – nothing is superfluous.

As much glass as possible has been used and topmost deck is an open upper saloon that offers commanding views with dining and lounging areas plus a swimming pool and bar.

The owner's suite – which has 270° views – opens directly on to a private deck offering ample outdoor entertaining and lounging.

In the television area aft of the lift shaft boundaries

between indoors and out are blurred by glass doors that open on to the wide and spacious wraparound deck.

The transom can be opened to become a 'beach' with direct access to the sea. The spacious tender garages conceal a gym and spa. Indeed, it's not just the extensive use of glass surfaces that opens up the project to its environment. While most modern motor yachts have about 75 per cent indoor spaces to 25 per cent outdoor decks, the LIGHT 63m has a ratio that is close to 50/50.

The LIGHT 63m's twin CAT 35 16 C 2,000kW engines, offering 1,600rpm, are estimated to give a cruising speed of 13 knots and a top speed of 16 knots.



CONTACT: Nauta Yachts, Italy **tel:** +39 0 2 481 4317 **email:** nautayachts@nautayachts.com **web:** www.nautayachts.com

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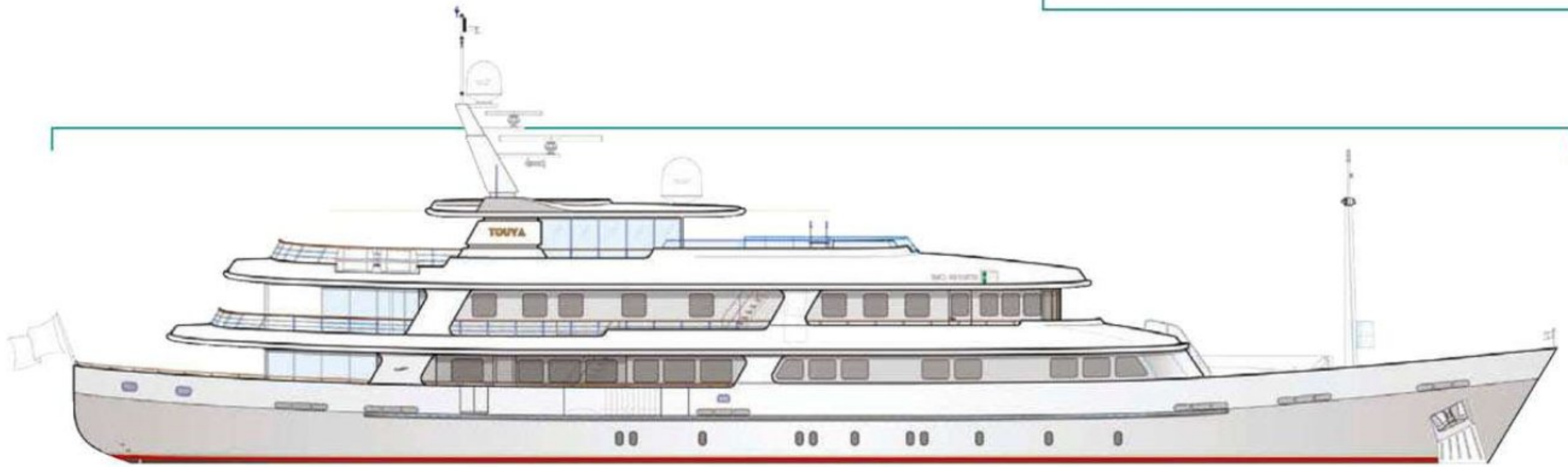
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1969 yacht to be reborn in just 19 months

► As conversions go, this project must be one of the most challenging to be undertaken in a short time frame – just 19 months at the RMK Shipyard, Tuzla, Turkey. She was totally under wraps until we visited the shipyard and peeled back swathes of plastic sheeting to reveal the yacht formerly known as *Fils de Grace* undergoing major surgery to improve her outward appearance and her volumes within.

The brief was to deliver a 'timeless and elegant' luxury superyacht with traits from the 1930s era of yachting and detailing which echoes the art deco period. Not such an unreasonable request until you see that the vessel was originally a commercial cable laying vessel (built to standards equivalent to SOLAS before these regulations were established) and then converted to a private yacht. When the owners found this 53.6m they were adamant she was the vessel that they wanted remodelled to their vision. Her lure was strength and range, primary factors as they want to cruise some remote places.

Work is well under way with her paintwork and her innards have been completely stripped back to a bare steel framework. Her

sheerline is being completely remodelled to improve her lines, the top deck has been cut off and raised by 30cm to increase the ceiling height and allow increased accommodation beneath; and the aft decks have been extended, allowing for a huge sun deck up top. The symmetry of her lines now give her a more balanced and purposeful appearance, along with a complete redesign of the mast.

The team set to realise this quest are Tim Saunders from TSYP, the designer; Kadir Sinasi Yalcinkaya, the owner's representative who is also a naval architect and marine engineer; Frank Mulder, an engineer; and Kahraman Yat, who is working on the interior construction. Management and supervision of the project is by Nautique, which is also acting as the main contractor.

With some changes to the vessel carried out before she arrived in Tuzla, it was up to Saunders to deliver a design within an honest budget.

The vessel, originally named *Directeur General Bast*, was built in 1969 in steel and measured 53.6 metres in length before being converted to *Fils de Grace*. Saunders' quest to turn her into a swan is





indeed a challenge, but one he relishes. After redrawing the yacht completely only to find that the budget resembled the GDP of a small country, he decided to refine and simplify the look of the vessel, which in turn reduced the budget. With the steel in good condition it was a matter of removing the layers of carbuncles added throughout her life, to reveal the beauty beneath.

'In the end we tried to enhance the horizontal lines by reducing the fashion plates and changing the sheerline. From the midship forward all the sheerline and surrounding windows are new, but we didn't change the stern. I took the honest part of the yacht as the original designer would have wanted to do it,' explains Saunders.

The innards of the yacht have been completely remodelled, adding watertight bulkheads and reducing or moving some the original windows to add symmetry.

Saunders was challenged with improving circulation for guests and crew when used privately or for charter – in collaboration with the engineering plan being done by Frank Mulder. Both men had to

take into account that the yacht was to go from 60 nautical miles restricted classification to totally unrestricted.

The bowels of the ship are cathedral-like in proportion as they used to house two 7.5m diameter cable drums, the engine room has been fitted with two new CATs, in fact all the equipment and systems have been renewed including the addition of four Wesmar dynamic and at-anchor stabilisers and the propellers will be replaced.

The general arrangement will provide accommodation for 12 guests in four good-sized cabins on the lower deck, with crew accommodation in six modular cabins forward, plus a VIP with a 9.4m full-beam double which can be converted into a movie viewing room on the upper deck. All will have en suites with gold leaf accents. The design team will use 12 rare woods – one featuring in each cabin or space – while a lavish marble theme will run throughout the vessel with veneers, leathers, bronze and nickel inlays. Macassar ebony will be standard throughout with green ebony for foot detail. The owners will have an entire deck to themselves.

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Claydon Reeves marries form and function

▶ British design studio Claydon Reeves plans a Monaco unveiling for its 70m concept that moulds a sculptural body around conventional interiors.

The Caspian design, which will be displayed at the Monaco Yacht Show, was developed from a 'speed form' – a simple model used in the automotive industry to demonstrate surfacing techniques.

'Because Mike Reeves' and my training is based in car design we thought we'd try and use this method for boats,' says James Claydon, co-founder of Claydon Reeves. 'We liked the form we came up with, so we thought we'd show how these quick sculptures could actually inform a design direction. It led to a full-blown concept.'

The taut, clean design certainly shows its stylised beginnings. Caspian's long lines extend from bow to stern, giving the appearance of

length and grace, while its concave planes play with the light.

The styling is reminiscent of the design duo's work on the 80m concept Remora, unveiled at Monaco last year. But whereas experimentation on that design extended to its interior – with a lobby rising two decks – Caspian contains a classic layout.

'We decided it would be nice to try and do a more conventional interior, something more practical. We're trying to push the exterior forms forward a little bit without putting people off,' says Claydon.

The yacht can accommodate 12 passengers in four staterooms and two VIP cabins, and carries two 8m tenders.

The design will be displayed at stand DG4 on the Quai Jarlan during the Monaco Yacht Show.

CONTACT: Claydon Reeves **tel:** +44 (0)1590 643 848 **email:** studio@claydonreeves.com **web:** www.claydonreeves.com

Classic and modern options for 73m platform

▶ Moore Yacht Design has revealed two new exterior concepts for the Pegaso 73m platform exclusively to *Boat International*.

Andy Moore helped design *Pegaso*, which will debut at the Monaco



Yacht Show, and its operator Pegaso Marine felt he was a natural choice to develop further concepts for the platform.

He is working on eight designs and has revealed two of the most complete to this magazine.

'One is very similar to *Pegaso* in that it has a huge garage, a submarine in the back and a sliding helipad. It is angular, masculine, a bit aggressive and very modern,' says Moore, principle of Moore Yacht Design.

'The other is more traditional and feminine. The garage was massive so we split it in two, making half a beach club and half a garage,' he says.

Both are designed to be robust 'go anywhere' yachts like *Pegaso*, which has an ice class hull, commercially certified helipad, five-person submarine and four tenders. Some GAs have been created but the concepts can be adapted to owners' requirements.

CONTACT: Moore Yacht Design **tel:** +44 (0) 1225 448345 **email:** info@mooreyachtdesign.com **web:** www.mooreyachtdesign.com

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This is the first Symposium I've been to and I have thoroughly enjoyed it. I found it enlightening, educational and enjoyable'

TIM HEYWOOD – *Tim Heywood Designs*

Superyacht Design Symposium

An opportunity not to be missed...

► Now in its fourth year, the Superyacht Design Symposium continues to draw the biggest names in the industry to debate, network and create solutions to issues affecting superyacht build and design. Held at the Ritz Carlton, Palm Beach, the event's interactive format offers a unique chance to forge valuable relationships.

The challenging programme for 2012 will cover a diverse range of subjects, from innovations in building to advice on how to effectively brief a designer. These will be explored by owners and industry professionals sharing first-hand experiences of their involvement in recent projects. Prompt registration is recommended!

The programme

THE USE OF GLASS ON SUPERYACHTS

Andrew Winch, Espen Øino and Federico Bennewitz of Viareggio Superyachts, as well as Hugo van Wieringen of Azure Naval Architects and Anna Buksak of Yachtglass, explore how boundaries are being pushed in the aesthetic and structural use of glass

DESIGNING TO MEET THE LIFESTYLE SPECIFIC NEEDS OF AN OWNER

Superyacht owner Ed Bosarge, designers David Easton, Tommaso Spadolini and project manager Peter Wilson of MCM Newport share their views on how an owner should brief a designer to ensure the finished yacht meets all their expectations

MOVING TOWARDS A GREENER YACHT

Eric Wittouck, owner of *Exuma*, designer Horacio Bozzo of Axis Group Yacht Design and Sally

Storey of Lighting Design International contribute to a discussion covering technological developments and innovative design using recent case studies

TENDERS

Carl Persak of Persak & Wurmfeld, Tim Heywood and Hugo van Wieringen of Azure Naval Architects will discuss how these essential toys often influence and constrain the design of a superyacht with specific reference to *Cakewalk*

THE MARITIME LABOUR CONVENTION – PHASE II

Representatives from the Marshall Islands Yacht Registry, ILO, MCA and US Coastguards will update us on where we are today and consider the best and worst case scenarios for a yacht of the future, in terms of the constraints imposed by this contentious convention

REFITTING SUPERYACHTS

A review of trends, efficiencies and new design technologies – with case studies from Wayne Huizenga Jr of Rybovich, Ted McCumber of Washington Yachting Group and Robert Kertell of Glade Johnson Design

INNOVATION – BREAKING BOUNDARIES IN DESIGN

Designer Gorden Wagener, head of design at Mercedes Benz, explores what influences great design and the connections between the leading design industries

THE EXPERIENCE OF DESIGNING BEYOND THE SUPERYACHT

The experience of working on a very large yacht discussed by Tim Heywood, Espen Øino, Pascale Reymond of Reymond Langton and project manager Sabina Fatkullina



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ShowBoats Design Awards 2011

Don't miss the chance to attend the most prestigious design-focused prize giving

► Anticipation is building for the second annual ShowBoats Design Awards, taking place on 25 October, 2011.

Many of the world's leading designers, builders and owners of the finalist yachts have already purchased their tickets to attend the prize giving at Donald Trump's private members club, The Mar-a-Lago, in Palm Beach, Florida.

Located within 20 acres of landscaped gardens, the Mar-a-Lago is one of the world's most exclusive private clubs.

After a cocktail reception on the club terrace, dinner and the prize giving will be held in the Donald J Trump Grand Ballroom. Following the ceremony, celebrations will continue at the after show party.

Tickets

Table of 12	\$6,300
Table of 10	\$5,250
Individual ticket	\$595

Tickets are available at www.showboatsdesignawards.com/tickets.

Delegates attending the Superyacht Design Symposium in Palm Beach on 24 and 25 October will be offered a preferential rate of \$465 per ticket.

These limited packages can be purchased through the Superyacht Design Symposium website.

Discounted accommodation

We are delighted to offer all guests of the ShowBoats Design Awards a \$200 reduction on the rack room rates at the five-star Ritz Carlton Palm Beach, plus a complimentary double upgrade to ensure all our guests enjoy an ocean view.

Availability of rooms at this special rate is limited so please confirm your bookings promptly to avoid disappointment.

Please note that the discounted rate is only available by booking through the ShowBoats Design Awards website.

CONTACT: **web:** www.showboatsdesignawards.com

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Caribbean Superyacht Regatta & Rendezvous 2012

British Virgin Islands, 14-17 March

► Organised by Boat International Media and Yacht Club Costa Smeralda (YCCS), in partnership with Oil Nut Bay, the Caribbean Superyacht Regatta & Rendezvous will once again bring together sail and motor yacht owners for four days of racing, fun and glittering social events in the idyllic surroundings of the British Virgin Islands.

Participants will be among the first to enjoy the new Clubhouse at YCCS Virgin Gorda Marina and the fabulous facilities of Oil Nut Bay, making this event a truly unique occasion not to be missed.

The racing will be divided into three classes: performance, cruising and catamaran, with the fleet competing to win the overall prize, a silver cup by Garrard of London – the Boat International Media Trophy.

Sail and motor yachts with an LOA of over 24.3m and catamarans of over 18.2m LOA are invited to participate in the event.

Several yachts have already expressed interest, including sailing yachts *P2* (38m), *Ranger* (41.5m), *Salperton* (45.1m) and *Twizzle* (57.4m), plus motor yachts *Marama* (37.6m) and *Resolute* (39.6m).

CONTACT: **web:** www.superyachtregattaandrendezvous.com

Alexis Naylor, events executive **tel:** +44 (0) 20 8545 9334 **email:** alexis.naylor@boatinternationalmedia.com

Asia Superyacht Rendezvous 2011

Phuket, 16-18 December



► Motor and sailing yachts 30.4m and larger are preparing for Asia's most exclusive social event, the Asia Superyacht Rendezvous. Yachts will gather on crystal blue waters in the Andaman Sea off the coast of Phuket this December to enjoy three days of fun on the water and a first-class social programme.

Sailing yachts will participate in two race days accompanied by the motor yacht fleet, allowing owners to enjoy views from the comfort of their boats.

Highlights of the social programme include a Welcome Cocktail on board one of the participating yachts, the Feadship Challenge (a model boat

building contest) and the Boat International Media Owners' Dinner, held on the finest beach in Phuket. The Surin Hotel will present culinary delights and live music and dancing will follow, before the launch of Chinese lanterns draws the dinner to a close.

Not only will guests enjoy unequalled Thai hospitality in a relaxed five-star setting, the location is a great starting point for cruising following the event.

The organisers urge captains and owners to confirm participation in this year's event as soon as possible, because there will be a huge influx of yachts in the region due to the high season.

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Even traditionalists will feel a thrill watching the AC45s surge forth, as a new era dawns for the America's Cup

'Fastest boats, best sailors' is the official motto of the America's Cup. It's clear that everything about the 34th Cup is 'made for TV', and some of the old guard don't like it. There's not much lip service paid to tradition, it's about engaging the television audience – and therefore potential sponsors.

It's a big experiment, and from what we saw in Cascais, Portugal, the early prognosis is encouraging.

There were 115 people working on the television at the first America's Cup World Series event. In terms of manpower, this puts it on a par with Formula One, a huge investment by the America's Cup Event Authority in attempting to bring sailing to the masses. YouTube, the Google-owned video hosting service, reported that the online coverage was attracting more than any other web sports coverage on their site, greater even than the

words: Andrew Rice
photography: Christophe Launay/Kos Pictures; Carlo Borlenghi/Kos Pictures;
Gilles Martin-Raget/Americascup.com; Ricardo Pinto/Americascup.com



Guest racer on team Korea

I've ridden on the back of many boats as a guest, but none that come close to the thrill of racing on board the AC45 of Team Korea during one of the fleet races. Being in the thick of the start, boats jostling for position and then accelerating to 25 knots, line abreast with eight other catamarans, James Spithill to my left, Russell Coutts to my right... it was breathtaking. Sitting on the camera mount that rises out of the aft beam of the AC45 platform is not the most comfortable of experiences, but when races last little more than 20 minutes, the time flies by. If you're at all sceptical about catamarans having replaced keelboats in the America's Cup, beg, borrow or steal a chance to ride as a 'guest racer'. Your mind will be changed the moment your surge across the start line.



During the match racing Swedish team Artemis, above, battled New Zealand's Emirates and American Oracle Racing, skippered by James Spithill

IPL cricket league, which gets huge audiences, particularly in cricket-mad India.

Days later, the Cup organisers announced a partnership with YouTube. Claude Ruibal, global head of sports content for YouTube, said: 'Our goal for YouTube Sports is to create a user experience unlike anything available today, so it's great to have compelling content produced in a very innovative way. The new America's Cup livestream is exactly that, and will be even more dynamic as we build in new technology. We believe that our partnership with the 34th America's Cup will be a game-changer for viewers, providing global communities easy access to engaging content.'

Stan Honey has had a key role in taking the television coverage to a new level. A great sailor in his own right, Honey was the navigator aboard Team ABN Amro when the Dutch boat won the 2005/2006 Volvo Ocean Race. The Californian has also won numerous Emmy television awards for pioneering developments in using electronics to enhance the TV coverage of stadium-based sports such as NFL football, NASCAR motor racing and baseball in the US. 'For me, the opportunity to develop this technology for the America's Cup brings two of my great passions together into one job,' says Honey. Sailing is very lucky to have a man of his talents, and that Honey has been given the resources to make it work.



Emirates Team New Zealand bowman Winston Macfarlane took a swim when a winch handle snapped



Compared with Honey's land-based successes, trying to bring game line technology to the water, creating virtual boundaries on an ever-changing race course, is a whole different ball game, if you'll excuse the pun. As television director Dennis Harvey explains: 'The biggest difference is that you're calibrating everything from a helicopter that's always moving. Nothing is fixed, so the technical challenge of creating boundaries that the race officials and the sailors can trust is immense.'

Electronically defined boundaries also encouraged spectators, but forced the teams to engage with their rivals in the centre of the course, rather than running away into the corners in search of a favourable wind shift. China Team's Mitch Booth says it makes picking your way through the course all the more challenging, but he is a big believer in this innovation. 'They have to be there. If we are going to bring the spectators to the sidelines, like you want it in a tennis match or a rugby match or a football match, then you've got to define the sidelines. We are happy with that. Sometimes it's not what we are used to, but hey, we are here to promote the sport.' At the next World Series event in Plymouth, the natural limitations of Plymouth Sound will probably suffice without much need for electronic fences.

One aspect of racing that will never change is the unpredictability of wind, which has always been sailing's

greatest challenge in trying to appeal to the unyielding schedules of television. The AC45 is billed as the boat that can race in anything 'from three to 30 knots'. Well, that slick slogan was put to the test on day one in Cascais. Foggy, drizzly, and virtually no breeze. In any keelboat, the day was a non-starter. It wasn't riveting watching the AC45s, but even in four knots of breeze they're capable of doing 10 knots boatspeed. We had a race on a day when normally there would be none.

When the breeze did kick in, the racing was sensational. Emirates Team New Zealand was leading one race when bowman Winston Macfarlane was putting all his weight into grinding a winch. The winch handle snapped and Macfarlane tumbled overboard. Five crew down to four, the Kiwis did their best to hang on to their lead with a lap of the race still to run. Bravely they battled on, but the lack of horsepower through the manoeuvres meant they yielded the race win to Russell Coutts with just boatlengths to the finish line.

The fleet racing was a success, but how would the match racing go? Purists have predicted the end of match racing as we know it, with multihulls unsuited to the nip and tuck of the game. That myth was put to bed in the first match of the event, with James Spithill and Dean Barker going through two lead changes before Spithill prevailed. We saw more lead changes between these

Reaching starts

Starting on a reach? Russell Coutts again tosses tradition aside in his quest for a more spectator-friendly format. Watching nine wing-masted catamarans launching off the start line and accelerating up to 25 knots within seconds, I think he's on to something. It's all about getting to the first mark in good shape, and it takes less than a minute to get there. Getting a good start is vital, and we saw boats over early and having to restart. Indeed Team New Zealand committed this sin in one fleet race then bounced back to win. Verdict on the reaching start, and reaching finish for that matter? A hit.

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two teams in the match race finals, although the Kiwi gennaker's propensity to twist itself into an hourglass let Barker down badly throughout the regatta.

The finest action was the giant-killing performance by Team Korea. Olympic medallist Chris Draper and his young dinghy sailors dispatched Russell Coutts and his multiple America's Cup winners – the Korean boat came from behind to give the master of keelboat match racing a lesson in high-speed catamaran racing.

The scoring for the series is very complicated, but the fundamental idea is to keep all the teams in the game for

as long as possible. The Oracle boat skippered by James Spithill won the match racing championship. But in the final fleet race, a winner-takes-all showdown, with Larry Ellison riding on board as 'guest racer', Spithill failed to capitalise on an early lead, allowing the Kiwis to come through for the win with Artemis in second.

Cascais provided a great insight into Coutts's grand experiment. Will his vision to bring an elitist sport to the masses succeed? I'm not sure, but it's great fun watching them try. Whatever the outcome of the AC34, the sport of sailing will be the better for it.



Digital wizards brought sailing to the masses by using innovative technology to film the racing in Cascais, Portugal

Dog and pony show



The underdog, Team Korea, beat Russell Coutts and his Oracle crew in the match racing in 13.7-metre one-design catamarans. Some cynics dismiss the America's Cup World Series as a 'dog and pony' show. It will be a different game when Oracle applies the limitless resources of billionaire Larry Ellison to developing its AC72 catamaran. Design coordinator Andy Cloughton from Southampton has been part of the team that developed a design package for the

smaller teams to buy into. 'At a stroke Russell Coutts knows the righting moment of all the challengers. There's no guessing how wide they've built the boat, like there was with a Version 5 keelboat. The AC72 is effectively a very restricted class with 75 per cent of the hydrodynamic design parameters swept away. The only real area for development this time is the wing, and they believe they are miles ahead of anyone in their understanding of wing technology. It's a masterstroke.'



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‘I said I want to have my hands free and I want to be able to build my own team, to hire people that I know have a real understanding of this industry. And that’s what I did’

words: Tim Thomas
photography: Bugsy Gedlek

‘Twelve or 13 years ago I didn’t know much about yachting,’ admits Eric de Saintdo. It seems an extraordinary thing to say as we sit on leather sofas in the headquarters of the Rodriguez Group, overlooking Port Camille Rayon, Golfe Juan, in the South of France, but then de Saintdo is no ordinary man. Relaxed, affable and a fluid speaker, he spent a decade at the helm of the Cannes boat show before being approached by Gérard and Alexandre Rodriguez last year with a view to joining the top ranks of management of the company.

‘Working and travelling all over the world visiting most of the world’s shipyards,’ he continues, ‘I fell in love with this industry. Then in 2010 when I resigned from my post with the show Gérard and Alexandre asked me to come and have a chat with them. They asked me what I was going to do next and, although I told them of plans to start a new brokerage show, they asked me to come and see them after the Cannes show. So I came here, and had a long chat with them where they explained the situation to me, and after a couple of hours they told me they had fired the managing director and were looking both for a new MD and a president. They offered me the job.’

It was a difficult time for the Rodriguez Group. What had grown in the previous decade to become one of the top three yachting companies in the world – alongside the Ferretti Group and Azimut Benetti – which regularly posted an annual turnover close to €500 million, had been rocked by the 2008 crash. Left with considerable stock and with sales decimated, the Group had turned to the French system of Safeguard, a court-approved ten year debt repayment plan, which allows the company to maintain control over its affairs and restructure accordingly. Moreover, additional media coverage in 2010 had further damaged the Group’s image. ‘I knew it was going to be a challenge taking on the role,’ says de Saintdo, ‘as the situation was very difficult and their reputation had been hit by the Safeguard. But for all those years they had built and sold so many boats, and so many people had a job because of them, and being asked to be a part of it, to restructure the company and build its future, and to build a new image for the Group was a great challenge.’

As a passionate sportsman – among other things de

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The 43m from Italyachts is proving a popular yacht for Rodriguez, with three sold and negotiations underway for a fourth

Saintdo had been in the French junior fencing team – it was the challenge that he relished. When he asked whether the offer was for the managing director position or for the president role, the answer was simple. “We’re offering you both,” they told me, so I said I’d start with the managing director position to let me get into the Group and understand it, and then we’d see.’ De Saintdo joined the company on 1 October 2010.

The task was significant, and behind it all was the ongoing Safeguard. ‘The difficulty with the Safeguard for a group like ours,’ he explains, ‘is that you don’t have a credit line, so you have to work on cashflow and you need to make sure you have got enough money for your ambitions. It makes things more difficult from the management side and for the development of the company, but you can do it. At the end, all that really matters is how many boats you sell and how you sell them. You need to make the margin, to be profitable so you can build your cashflow – if you don’t, then it’s goodbye. You know exactly what your debts are and how much you have to pay, and based on that you have to grow and develop a business plan that allows you to do so.’

With the Rodriguez Group a holding company with several ‘children’, there are plenty of areas for that growth to be achieved. The Group, under Gérard Rodriguez, bought Camper & Nicholson in 2001, and also holds one

‘My analysis at the time was that the market had changed and that many clients were looking for semi-displacement or displacement yachts’

of the largest refit and repair yards on the Côte d’Azur as well as another yard in Tunisia, along with chandlery businesses in both locations, and SNP Boat Service. ‘The service side, the shipyard side and the charter business have been doing pretty well,’ says de Saintdo, ‘but the hardest thing at the moment is selling. This season has been strange – in the past people would buy a yacht in April, May or June for the season; this May and June we didn’t have very good months, but July and August have been much better.’

Aside from selling much of the boat stock that the company was left with post-crash, there has been considerable movement on new boat sales through the Group’s new partnerships with Sanlorenzo and Italyachts. ‘The success of Gérard Rodriguez was his vision of a large open boat – for me, he really created the large open concept with the Mangusta brand,’ de Saintdo says. ‘When I joined the company last October one of my first concerns was the fact that the group was fighting with Mangusta and had just terminated the relationship, but my analysis of the market at the time was that the market had changed, and that many clients were looking for semi-displacement and displacement yachts that weren’t so flash and fuel-thirsty. That’s how we started to work with Sanlorenzo. On the other side, we are now working with Italyachts who are a young and promising shipyard. I recently saw our second 43 metre there and she is beautiful and absolutely fantastic. We have the third being delivered in December and are in process of selling the fourth right now.’

‘The plan is to work with Sanlorenzo to create a larger range of yachts, and in 2013 we will launch a 50 metre, 30-knot boat with Italyachts,’ he continues. ‘I think our customer base really ranges from 24 metres to 50 metres, with CNI taking the larger yachts where the sky is the limit. Alex Lees-Buckley, for example, currently has a 140 metre yacht in build at the Fincantieri yard...’

Initial figures, which encompass not only the work de Saintdo and his all-new management team are doing to restructure the Group and make it more efficient, but which also reflect a growth in the market since 2008, are encouraging. ‘For the first nine months,’ he explains, ‘we



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have achieved an increase in turnover of 45 per cent, and I can tell you we have decreased our costs by 50 per cent. Everybody is working extremely hard, and their belief and devotion is just amazing. This is a good time to thank them for all they went through in the past few years because it has been extremely hard on them, but we are doing better and better every day.'

It is perhaps for this reason that earlier this year de Saintdo was offered not only the role of Group chairman, but also the presidency of Camper & Nicholsons. 'Gérard told me that since he had purchased CNI, the Group had never really worked in a smart way with them. The only way he could see to build a real synergy was for me to take the president role. That was a pretty big challenge, but I said okay – let's do it.'

Of course, it is difficult to talk about the Rodriguez Group without mentioning some of the other problems the Group has faced in the last year or two, but de Saintdo is quick to dismiss any claims. 'When a Group like this goes through difficult times, you always have competitors who are going to try to use the situation for their own good because the market is difficult. What happened to Alexandre happened before I joined and I can't really comment. But I will say that I think he was just in the

De Saintdo shows off designs for the new 50m Italyachts (below). The Group is also working with Sanlorenzo (above right)



wrong place with the wrong people. He is one of the best, smartest and nicest men I have ever met, and I have a real pleasure working with him. And on top of that he is probably one of the best boat sellers in the world. But everything that has been said and used by our competitors has been very hard on the Group and the people working here, and very hard on the image of the Group. I think that's also one of the reasons why I was asked to come aboard – to change and rebuild this image. Moreover, and regarding the rumours, if I was not convinced that the Group had no links with any organisation I would not be here. I like my reputation, I like my name, I want to be proud of what I do for a living.

'Also,' he continues, 'some people had become extremely arrogant, and forgot that they were not the ones buying the boats, they were there to sell them. Our job is to deliver the best service – that's what we do. I think we are lucky to be in this business. It's more fun to build and sell yachts than, say, fridges!'

A key element of de Saintdo's approach has been to replace the old guard with young, hungry managers who have drive and ambition but who can still play the team game. It all harks back to that sporting background – and indeed, de Saintdo still spends an hour and a half in the gym every morning before work. 'With a job like this I would not survive if I didn't have time to do sports,' he says.

If there's one thing that comes across when talking to de Saintdo, it is his absolute belief in the Rodriguez Group and its staff. 'Our group is pretty unique,' he enthuses, 'because with all the elements in the company – CNI, the yard, the Chandler – the service that can be offered to our customer is huge.' It is this, along with the new yachts from Sanlorenzo, Italyachts, and others to be announced, that de Saintdo believes will take the Rodriguez Group back to the top of the industry. And the man himself? 'I'm a simple guy,' he says, 'a family man. I work extremely hard. That's it.'

'Our job is to deliver the best service – that's what we do. I think we are lucky to be in this business. It's more fun to build and sell yachts than, say, fridges...'



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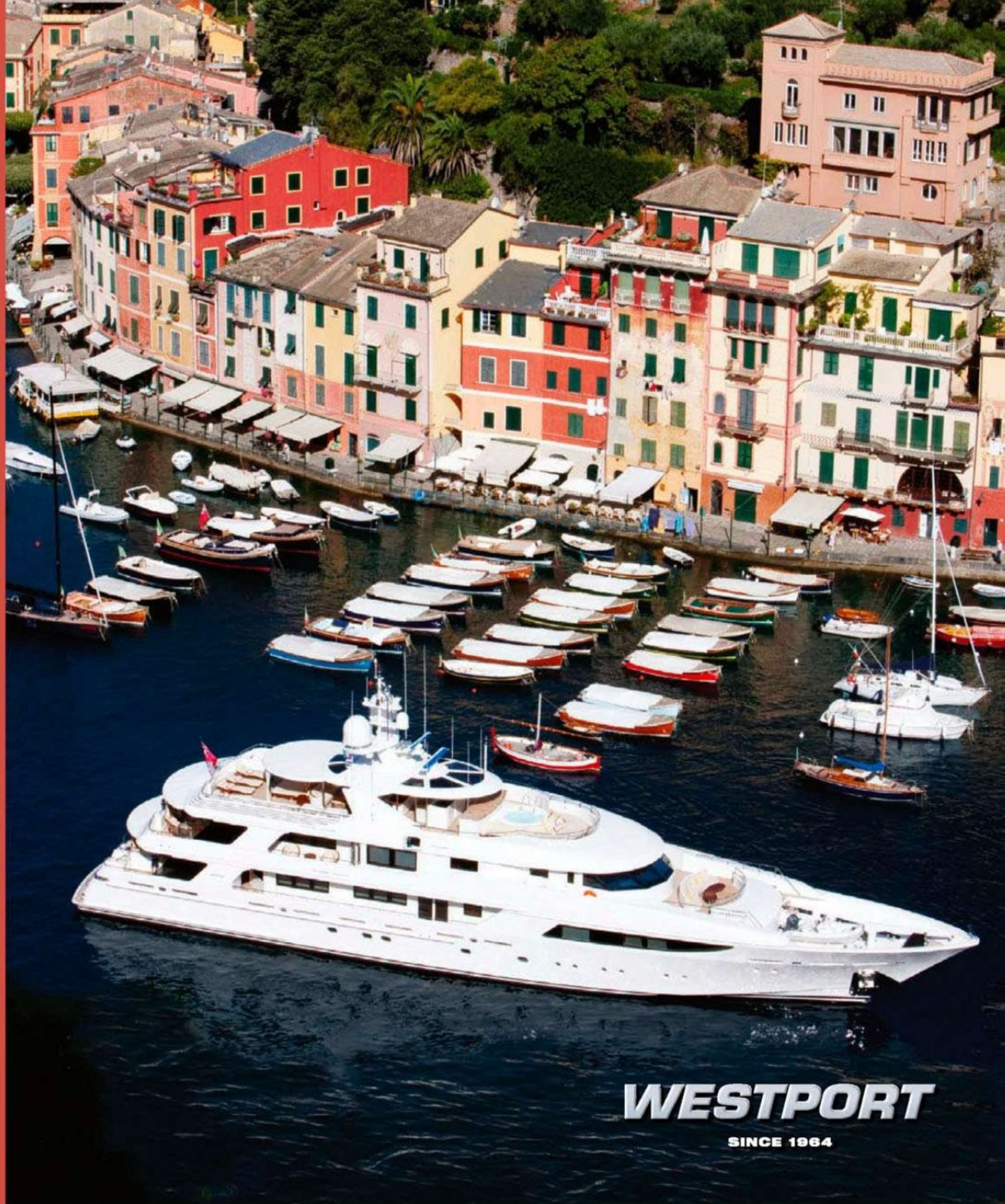
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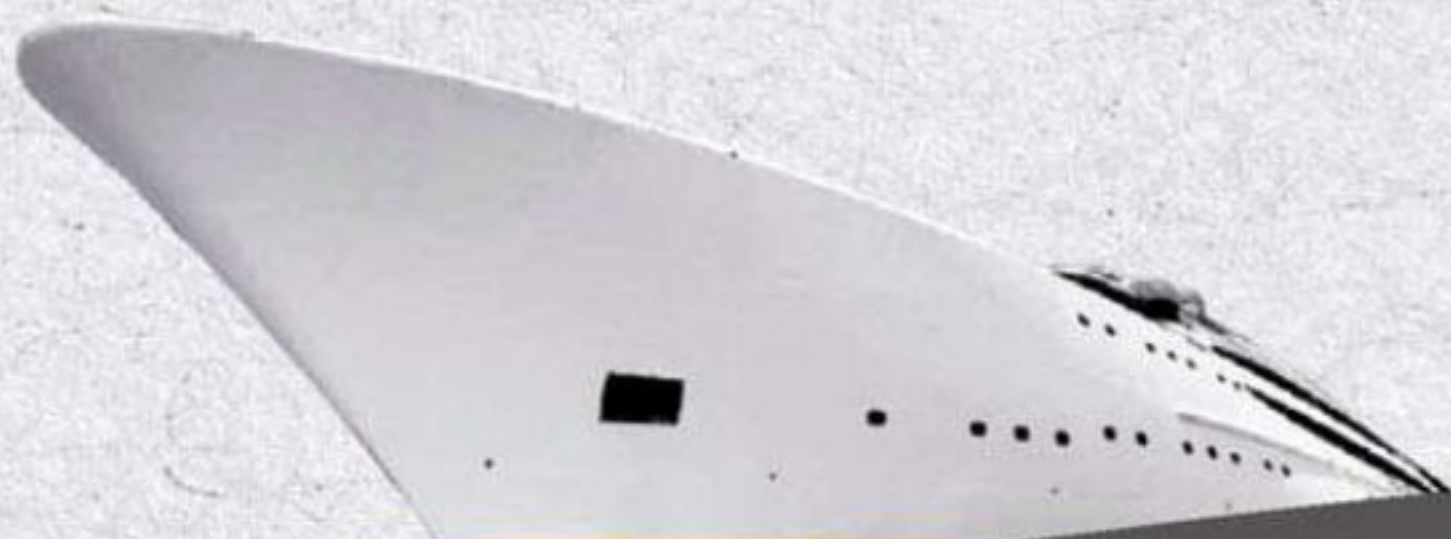


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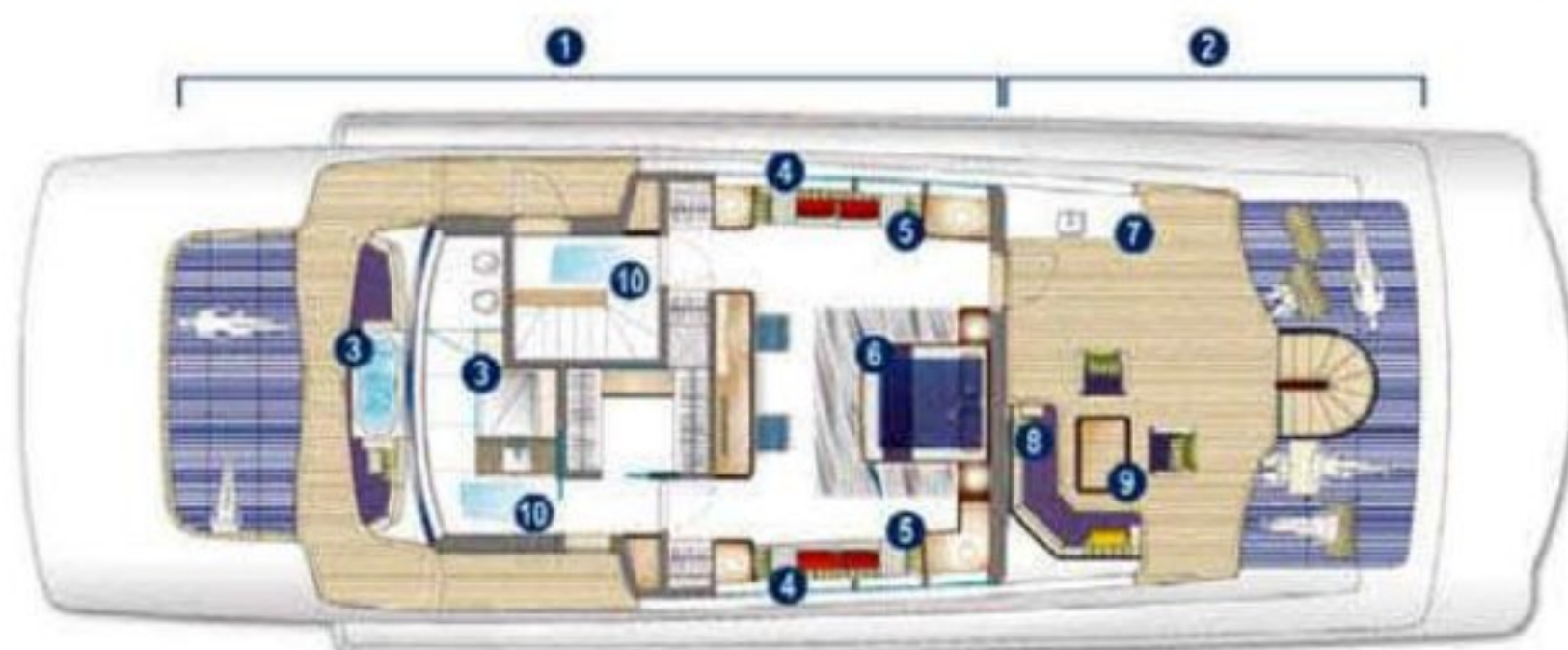
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A new 4,800 square-metre Superyacht Builders Association Pavilion, set on a custom-built barge floating off of Bahia Mar, will host some of the world's leading yacht builders. The layout of the Broward County Convention Center is also being redesigned to provide extra room for boats to be displayed indoors and improve the flow of attendees. In case you can't wait, on the following pages we bring you a guide to enjoying the city and a sneak peak at 15 yachts debuting at the show.

Making the most of your visit to the 'Venice of the Americas'

Thanks to its beaches, waterways and plentiful yachting amenities, Fort Lauderdale has earned itself many monikers: holiday hot spot, Venice of the Americas and yachting capital of the world, to name a few. While Miami, 30 minutes to the south, enjoys the status of the hip Florida destination, unassuming Fort Lauderdale is often overlooked

as little more than a place to enjoy the sun and prepare the boat before a crossing. Yet this laid-back beach city has gourmet eateries, five-star hotels and grand waterfront homes. It is the perfect destination in which to indulge and unwind after perusing the latest the yachting world has to offer at the Fort Lauderdale International Boat Show.



Delectable dining

Fort Lauderdale is making a name for itself as a fine-dining destination with a mix of new and tried-and-trusted eateries.



MARKET 17 FARM FRESH RESTAURANT AND BAR

This gourmet hotspot has become popular quickly. The main food menu at Market 17 Farm Fresh changes daily, while the tempting dessert and cocktail menus are updated seasonally and the wine list is suitably extensive.

➔ EB: www.market17.net

THE GRATEFUL PALETTE

Worth a visit for its wine selection alone, The Grateful Palette serves exotic dishes in an intimate setting. The restaurant also has a yacht provisioning division, which makes local and international deliveries.

➔ EB: www.thegratefulpalette.net

BRAZILIAN STEAKHOUSE CHIMA

For the meat lover, there's nothing like an evening at this steakhouse.

Waiters walk around doling out fine cuts of beef, lamb and chicken and there's an ample salad bar that offers far more than salad.

➔ EB: www.chima.cc

COCO'S ASIAN BISTRO & BAR

Coco's is the ideal place for a lunch meeting (but equally good for happy hour and dinner). Try a bento box or their famously good Pad Thai.

➔ EB: www.cocoasianbistro.com

ANTHONY'S RUNWAY 84

Fort Lauderdale is blessed with many excellent New York-style Italian eateries. Enjoy the old school appeal, excellent service and big servings at the classic Anthony's Italian eateries. Enjoy the old school appeal, excellent service and big servings at the classic Anthony's Runway 84. Alternatively, head to the exclusive Café Martorano for an ever-changing menu and lively chef Steve Martorano's famous meatballs. For a more romantic evening, Valentino's Cucina Italiana serves up gourmet Italian in an elegant atmosphere.

➔ EB: www.runway-84.com/
www.valentinoscucinaitaliana.com/cafemartorano.com

Take a spahhhh break

There's no better way to cure sore feet and relax a tired mind after the boat show than taking time to visit one of the excellent spas in Fort Lauderdale.

ELIZABETH ARDEN RED DOOR SPA

This elegant and modern spa, in the Galleria Mall, offers everything from deluxe massage therapies to make-up services and a hair salon.

➔ EB: www.reddoorspas.com

CASBAH SPA & SALON

The Arabian-themed local favourite pampers with massages and pedicures (from reflexology raindrop to soothing lavender), as well as hair and skin care services.

➔ EB: www.casbahspa.com

RITZ-CARLTON SPA

The 2,590-square-metre spa has 11 treatment rooms, with services also available on the hotel's tropical pool deck. The spa offers seasonal pairings of facials, massages and body treatments.

➔ EB: www.ritzcarlton.com

Beach bars

The 1960 film *Where the Boys Are* put Fort Lauderdale and its beach on the map. Perhaps the best way to enjoy this sparkling shore is while sipping a drink at one of its iconic beach bars.

OCEAN TERRACE BAR & CAFÉ AT THE ATLANTIC HOTEL

For a luxurious take on the beach bar, head to the rooftop Ocean Terrace Bar & Café at the Atlantic

Hotel. Delicious fruit cocktails and light fare is served on the pool deck, which boasts stunning views of the coast below. It's the ideal place to feel part of the beach scene without getting sandy.

➔ EB: www.atlantichotelfl.com

WHISKEY BLUE

Enjoying a beach bar need not be a strictly daytime affair, just ask anyone who's been to Whiskey Blue. This swanky lounge is set on the first floor of the W Hotel, with an outdoor terrace offering views of the beach. Get there early to enjoy happy hour and the glow of sunset on the sand.

➔ EB: www.starwoodhotels.com

CASABLANCA CAFÉ

Set in a restored historical home across from the beach, Casablanca Café is favoured by locals for its Mediterranean-inspired menu, but also for its commanding beach views and relaxing ambience. Its patio is the ideal place to unwind after a long day at the show or before a night out on the town.

➔ EB: www.casablancacafeonline.com

Shop until you drop

From outdoor thoroughfares to outlet malls, Fort Lauderdale boasts an extensive array of shopping choices.



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LAS OLAS BOULEVARD



Dubbed Fort Lauderdale's 'shoppers' paradise', the picturesque, tree-lined Las Olas Boulevard offers a wide selection, from women's boutiques to art galleries and swimsuit shops to jewellers. The street is also chock-full of cafes and restaurants when you need to rest your weary feet.


 www.lasolasboulevard.com

GALLERIA MALL




Fort Lauderdale's Galleria Mall is comfortably petite, offering relaxed shopping with a selection of stores ranging from the standard mall fare to retail's upper echelons. Best of all, it's a hop, skip and a jump from the boat show, and the mall hosts

some excellent restaurants and lounges, including the Capital Grille and Blue Martini.

 www.galleriamall-fl.com

SAWGRASS MILLS

Less than 30 minutes west of Fort Lauderdale, the massive outlet mall Sawgrass Mills is a destination in itself. The sixth-largest mall in the US, it is home to more than 300 outlet stores, including a section dedicated to high-end brands such as Loro Piana, Burberry, Michael Kors, David Yurman and Prada.


 www.simon.com

See the sights

EVERGLADES




No trip to Florida is complete without a tour of the state's natural wonder – the Everglades. For a truly Old Florida experience, head to Holiday Park from where airboat tours are available, or if you'd prefer to avoid the crowds, you can rent your own airboat, complete with captain and a guide.

 www.florida-everglades.com

BONNET HOUSE MUSEUM & GARDENS


The historic Bonnet House Museum & Gardens, which serves as the venue for the ShowBoats International Party, makes a wonderful place to tour during the day, taking in the beautiful gardens, home and art collection.

 www.bonnethouse.org

'VENICE OF THE AMERICAS'



It's easy to see how Fort Lauderdale earned its nickname 'Venice of the Americas' once you see the miles of waterways that crisscross the town. Take the tender out for an intracoastal cruise or be a tourist for the day and jump on the popular Water Taxi.

 www.watertaxi.com

POLYNESIAN-THEMED MAI-KAI

One of Fort Lauderdale's oldest attractions, the Polynesian-themed Mai-Kai, features a Polynesian Islander Revue that entertains audiences with traditional dances and fire-throwing shows on stage.

 www.maikai.com

Cruise to the show

Most of the big marinas lining the Intracoastal in Fort Lauderdale, including Bahia Mar and Pier 66, will be in use during the show, but there's still a few secluded spots to tie up if you want to visit the show aboard your own yacht.


SUNRISE HARBOR



Sunrise Harbor, just north of the boat show on the Intracoastal, offers 22 slips for vessels up to 60 metres.



Amenities include concierge service, 24-hour valet, tennis courts, a gym, spa and two heated pools.

 www.sunriseharbormarina.net

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MARINA BAY

Tucked back on the New River in Fort Lauderdale, Marina Bay offers deep-water dockage with 168 slips for yachts up to 45 metres. A resort-style pool, restaurant, lounge and gymnasium add to the country club-like setting.

 **EB:**www.marinabay-fl.com

LOGGERHEAD CLUB

Just south of Fort Lauderdale, the Loggerhead Club and Marina in Hollywood, Florida, offers dockage for club members and visiting vessels of up to 36 metres. Amenities include a ship's store, health club with sauna, captain's lounge and 24-hour security.


 **EB:**www.harborislandsmarina.com

Luxury on the beach

Over recent years, a slew of hotels have opened along the shore, offering luxurious bases for glamorous visitors to the show.

THE RITZ-CARLTON


This Ritz-Carlton is modelled on ocean liners of a bygone era. Its location doesn't disappoint with beach views from the tropical pool deck, a wine room, opulent suites and a spa, as well as dining in its Via Luna Italian grill.

 **EB:**www.ritzcarlton.com

THE HARBOR BEACH



Fort Lauderdale Beach Resort & Spa by Marriott offers a resort feel at the southern end of the beach. After a \$50 million renovation, this child-friendly resort offers upgraded spa, dining and leisure facilities.

 **EB:**www.marriotttharborbeach.com

W HOTEL

Modern and sophisticated, the W Hotel stole the limelight when it opened on Fort Lauderdale beach, attracting visitors with its chic pool area, plush accommodation and cool restaurants.

 **EB:**www.starwoodhotels.com

Chill out after the show

Perhaps one of the best things about Fort Lauderdale is its proximity to other holiday spots. After the show, in the lull before the ShowBoats International Boys & Girls Clubs Rendezvous in early November and the rush of the holiday season, is the perfect time for an extra holiday on your yacht.

LITTLE PALM ISLAND RESORT

Set in the lower Florida Keys, the private Little Palm Island Resort and Spa offers a place to truly unwind; there are no televisions or phones in the suites and no guests under the age of 16 are allowed. The marina will accommodate yachts up to 36 metres, and guests will find a dive shop and a Spa Terre on site.

 **EB:**www.littlepalmisland.com

CHEECA LODGE & SPA


The historic and elegant Cheeca Lodge & Spa in Islamorada in the Florida Keys is an ideal place to

escape to for a relaxing break after an exhausting boat show. The lodge provides access to world-class fishing, and the atmosphere is distinctly peaceful.

 **EB:**www.cheeca.com


HAWK'S CAY ISLAND RESORT

Also in the Keys, Hawk's Cay Island Resort is a fun getaway for the whole family, with a dolphin swimming programme, dive shop, sportfishing charters, dining and spa on site. The marina can accommodate vessels up to 34 metres.

 **EB:**www.hawkscay.com


BIMINI IN THE BAHAMAS

Take an 80-kilometre cruise due east, and you'll arrive at Bimini in The Bahamas. Tie up at the marina in Bimini Bay Resort & Marina, which accommodates yachts up to 64 metres long, and enjoy the resort's amenities, which include swimming pools, restaurants, tennis courts and picture-perfect beaches.

 **EB:**www.biminibayresort.com

RITZ-CARLTON PALM BEACH

For serious glamour head north and visit the Ritz-Carlton Palm Beach, which has been a pinnacle of luxury in its upscale neighbourhood for more than 20 years.

 **EB:**www.ritzcarlton.com





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15 new yachts to see

Harbour Island

▼ American builder Newcastle's brand new launch will be making her world debut at the Fort Lauderdale show. The full-displacement steel vessel features naval architecture and exterior styling by Murray & Associates with interior design by Claudette Bonville. She'll sleep 13 guests in seven cabins, including the master located forward on the upper deck and surrounded by windows that provide amazing vistas



Carpe Diem ▼ Trinity's recently delivered 58.2 metre yacht breaks free of the classic Trinity exterior styling and wows with a glamorous Hollywood-inspired, white-and-black interior by Carol Williamson & Associates. An impressive art collection and more than 100 fuchsia pillows provide a colour pop on the sun deck



Westport 130 and 112 ▼ Semi-custom US builder Westport will have its popular 130 and 112 models on display. The trideck 130 features a proven hull design by Bill Garden while the 112's hull is by Jack Sarin. Both models show off the builder's dedication to providing a proven platform with room for customisation



Mazu ▼ Cheoy Lee's second hull in its *Marco Polo* series has a bold burgundy paint job that helps her stand apart from her sister. However, like *Marco Polo*, she is optimised for green cruising with a Ron Holland-designed hull form that allows cruising with 35 per cent lower emissions than similar-sized yachts. Powered by a single 1,911hp Caterpillar 3512B engine, she has a range of 6,000 nautical miles at 10 knots. Also coming to the Fort Lauderdale show for the first time will be a new Cheoy Lee 103 Cockpit Raised Pilothouse Global

Numptia ▲ A true 'Italian Job', this 70 metre custom yacht from Rossinavi in Viareggio showcases the talents of designers, Tommaso Spadolini and Achille Salvagni, who realised an experienced owner's unique vision by throwing conventionality out the window and totally reassessing the space planning. Highlights include a complete spa deck and a pool deck



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DREMer ▼ Hargrave's largest yacht to date made her debut at the Miami show last February and will be showing off her unique design in Fort Lauderdale. The third yacht for a hands-on, repeat Hargrave owner, *DREMer* is a departure from the builder's previous launches. She combines a European design ethos with a spacious American-yacht layout



◀ Ocean Alexander 90

An update of its popular 88, Ocean Alexander's new 90 model makes its debut at Fort Lauderdale this year. Designer Evan K Marshall revamped the lines to find an ideal combination of traditional beauty and modern head turner. The first hull has been sold and the second is coming just in time for the show



Horizon E88 and PC58 ▲ Horizon Yachts welcomes two launches in Fort Lauderdale. Spaces abound for indoor and outdoor entertaining on the E88, while the latest in its catamaran line, the PC58, boasts an aft galley with bar and saloon seating



Desta ▼ Ferretti's Custom Line will present the first of its Custom Line 100 series this year in Cannes, and she'll make her US debut in Fort Lauderdale. She features a sporty exterior by Advanced Yacht Technology

Sanlorenzo SL 104

▼ Debuting at the Fort Lauderdale show, this 31.6 metre composite yacht features a sleek flybridge design and a modern Marty Lowe interior inspired by black sand beaches, seashells and rocky coastlines. Multi-functional living spaces include the dual-use lounge/dining area in the saloon and the flybridge with comfortable seating and alfresco dining areas equally ideal for sun worshipping or entertaining





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Riva Iseo

▼ At the tender end of the boating spectrum, Riva will be showing off its latest in Fort Lauderdale, the 8.2 metre day cruiser Iseo. This glamour girl boasts soft, clean lines, thoughtful space planning and luxe details, gleaming in 20 coats of varnish. Design is by Officina Italiana Design, Advanced Yacht Technology and Ferretti Group's in-house design team. She's available in a hybrid power option with Ferretti's Zero Emission Mode cruising option



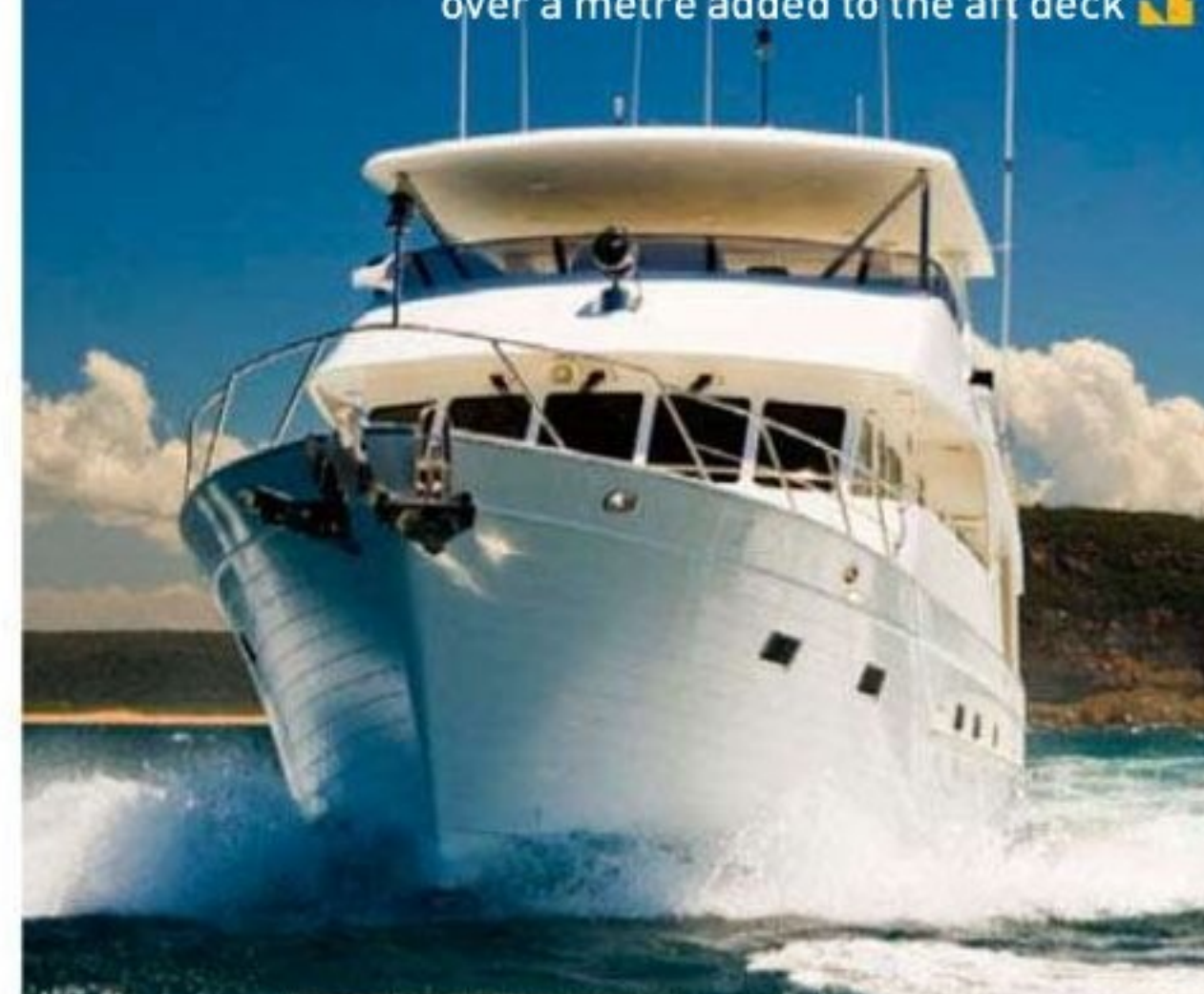
◀ **Nisi 2400** The 23.7 metre Ward Setzer-designed Nisi 2400 stole the show in Miami. Now this 'pocket superyacht' brings her striking looks to Fort Lauderdale as part of her world tour (she'll be in Cannes as well). This semi-custom, high-performance yacht is RINA certified and can reach 33 knots with an enhanced power package

Irish Rover ▼ The largest yacht in Marlow's fleet, the 97E explorer was made for owners who wanted a fast boat that would also cruise easily from Florida to Mexico on one tank. To this end, Marlow gave the 97E a narrow 6.4 metre beam. She can reach 30 knots and cruises at 25



Miss Lisa ▲ This 2010 launch shows what Citadel Yachts excels at – small expedition trawlers with huge interior volume on full displacement hulls. Her 8,000-gallon fuel capacity gives her a range of 4,500 nautical miles

Outer Reef 70 ▼ The newest addition to Outer Reef's fleet, this long-range cruiser was introduced in response to demand for a larger version of its popular 19.8 metre. The extra space has enlarged living areas with just under a metre added in the saloon and just over a metre added to the aft deck 📏



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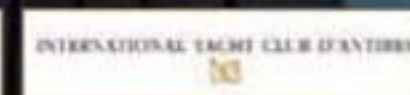


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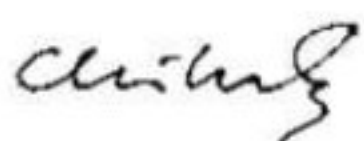
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Numptia



‘The owner was prepared to cross the boundaries of convention not only with the design and implementation but also in rearranging the spaces – and this led to a total reassessment of how the yacht worked on different levels’

words: Amanda McCracken
photography: Carlo Borlenghi; Massimo Listri







What is it that draws an owner away from semi-custom and series yachts and towards total customisation when fulfilling a dream to own a superyacht? Mainly, it is to have a yacht like no other, a layout that suits his taste, with superior quality and attention to detail from the engineering to the execution of the interior.

The owner of *Numptia*, an experienced superyacht owner, wanted to create a 'home on the sea' that met his exacting needs and was comfortable for all generations of his family. He was prepared to cross the boundaries of convention not only with the design and implementation of the interior and exterior areas but also in rearranging the spaces – and this led to a total reassessment of how the yacht worked on different levels and the spaces needed to achieve his goals.

After visiting several shipyards and speaking to top designers the owner realised semi-custom or series yachts did not fulfil his needs. 'Building a superyacht is the ultimate opportunity to express one's views, desires, a dream,' he says.

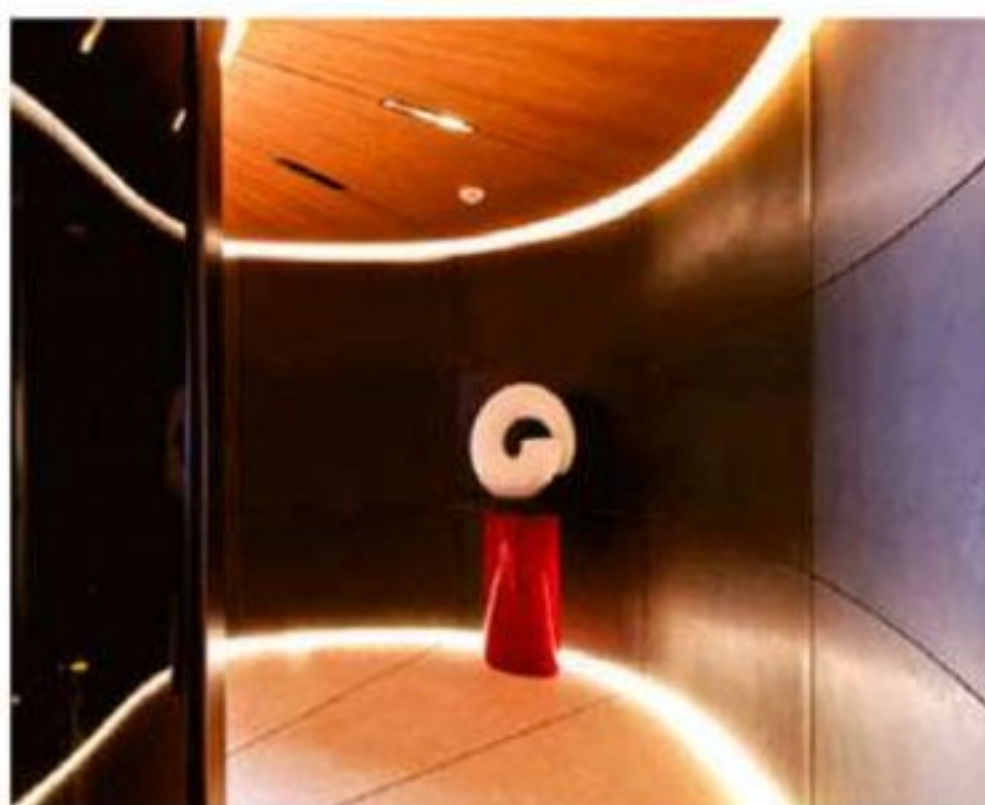
The yacht was not only to have a unique DNA but it

had to be designed and executed with expertise, quality and passion, and for this it needed a talented team and a yard that was prepared to go the extra mile. The easy part had been decided – to go fully custom – but the difficult decisions were still to come. Which yard could be trusted to build the yacht to an exacting brief and to deliver everything from the exterior styling to a complicated and very different usage of space within the interior structure?

Putting a yacht together is a complicated process and so it was important to have a right-hand man who understood the complexities. The project management role was assigned to Marco Martinelli, an engineer with experience of running a shipyard team and someone that the owner had worked with on his previous 60 metre yacht. During visits to shipyards, Martinelli introduced the owner to Mr Rossi at Rossinavi in Viareggio, Italy. The owner found a man he had an immediate rapport with. 'I wasn't talking to a manager but a gentleman, who knew his shipyard and his costs and he said he would deliver on this project,' he says. 'I was confident the skill set was there.'

Rossinavi is a family owned business that began

'I wasn't talking to a manager but a gentleman, who knew his shipyard and his costs and he said he would deliver on this project,' says the owner. 'I was confident the skill set was there'



Spadolini was tasked with designing the composite mast and outside areas (opposite page). The symmetry of the interior was an important factor in the design. It is particularly evident in the lobby (right) on the main deck where the limestone floor echoes the floating wooden ceiling



‘I believe that creating something unexpected and unorthodox is the key to a more comfortable and harmonious environment,’ says Salvagni

trading over 30 years ago as a metal fabrication company, expanding in the 1980s to include the building of inland and passenger vessels as well as the manufacture of aluminium and steel hulls for major shipyards. Rossinavi took on the challenge with quiet confidence knowing it had to deliver a custom yacht to the standard of excellence equivalent to any of the big shipyards around the world.

For the design, the owner decided to go ‘off piste’ with the team, not using the big names in the industry but ‘younger’ blood who were less well-known but nonetheless experts in their fields. There were strict parameters laid down as to what the yacht should deliver in terms of an exterior style – elegant and timeless – as well as engineering that was expertly executed, but the grey area was in the final design. The owner particularly liked the lines of the Carinthia yachts and the panache shown in the designs by the late Jon Bannenberg, so the bar was set high.

So what were the main parameters? The engine room had to have top-level equipment and systems laid out in such a manner that would enable good management and maintenance access for the engineer; there was to be a separate, soundproofed room with a dedicated generator, allowing for silent running of all the domestic systems at night; the bridge was to have a radio room and redundancy for all systems; there was to be a large laundry area with areas for hanging delicate clothing; crew accommodation needed to comply with ILO MLC 2006 regulations; and there was to be a well-equipped stainless galley, dry storage and multiple fridge and freezer compartments.

Particularly important was the desire to run the yacht easily and efficiently, which called for a floor plan that enabled crew to access areas quickly and discreetly, plus dedicated service areas on the main deck, bridge deck and spa deck to include pantries, coffee-making facilities, wine storage and fridges, plus storage for linen, tableware, china and glassware. A food lift serving the five decks was installed to prevent food going cold en route and a Norwegian extractor system with carbon filters – the first to be used on a yacht – was chosen to eliminate smells from the galley. A touch-and-go helicopter pad was to be incorporated, so strength and space on the top deck was also an important consideration.

The naval architect charged with designing the hull



The spa deck, complete with its own restaurant forward, would normally be the domain of the bridge and the upper saloon on a more conventionally designed yacht. Guests can relax in the gym, massage room (below) and hair salon (left), and enjoy all the accoutrements of a top spa









form was Horacio Bozzo of Axis Group Yacht Design. The lines are based on the performance requested by the shipyard plus a weight analysis, calculations for the tank capacity and distribution to ensure the vessel has the right trim in all conditions. Axis undertook a preliminary impact and damage stability assessment that resulted in a 3D hull design and tank testing took place at the INSEAN facilities in Rome. The project surveyor was Sparkman & Stephens.

During sea trials in Force 4 conditions the yacht reached a top speed of 18.6 knots at half power, which is 2.5 knots more than predicted and it is estimated that *Numptia* will have a range of 7,500 nautical miles at 12 knots.

What is evident is that the countless design permutations for the exterior, including 27 mast solutions, by designer Tomasso Spadolini has really paid off. He has succeeded in creating a piece of art in a striking navy and off-white DuPont paint livery that is refined and elegant, flowing gracefully from whichever angle you look at it. From on high the decks have a terraced appearance, tumbling down fore and aft in perfect sequence with each element in keeping with the other.

The design not only looks good, it works, and this is due to the detailing from the beautifully sculpted stainless handrails to the rise and fall of the topsides and superstructure; from the shape of the bow to the curves carried all the way to the stern.

Spadolini drew the general arrangement plan including the reassessment of the layout and how the flow through the yacht was to be achieved – quite possibly the most complicated part.

Along with the owner and Martinelli, the interior layout was conceived by design studio Salvagni Architetti. Achille Salvagni explains, 'I am inspired by daily life: the quality of light, the colours and harmony of nature in perfect proportions. I believe that creating something unexpected and unorthodox is the key to a more comfortable and harmonious environment. We wanted to keep a sense of pure design, with spaces



The television room has a crocodile shaped drinks table, custom Venetian blinds and a giant 103-inch Panasonic TV



The main deck dining and bar area is about emotion and style. The huge limestone bas relief depicts a tropical scene

delicately enhanced by the use of a closely matched palette and well-placed lighting accents.'

Entering the yacht you can see that Salvagni has produced something that is calm, clean and intelligent in its execution. Boarding from the starboard side main entrance you enter the inner sanctum: a staircase in limestone with stainless and bronze inlay that spirals through all the five decks, enveloped around a seamless circular glass lift.

Throughout the yacht, the palette is calm and cool picked out with artefacts, sculptures, ornaments, lighting and distinct pieces of furniture. Understated luxury gives a delicious visual experience with furniture that invites you to sit in comfort, with cashmere, cottons, silks and velvets from the Loro Piana collection.

The personality of the yacht is forged using the pureness of industrial materials such as alpacca (nickel silver) for the table in the main saloon and attractive contrasts between dark and light elements, from deep ebony to subtly bleached teak, alongside the use of marble, stone, bronze, parchment, galuchat and smooth leathers, with shots of glossy black ebony and Murano glass.

Each deck has its own personality, working in harmony to create a comfortable and stylish home on the sea. Instead of the normal three-compartment saloon on the main deck you enter a delightful space with a central cathedral-style ceiling in teak with rounded teak curves instead of crown mouldings, highlighted with lights that represent sea urchins. A bar snakes seductively across one wall while a set of architectural doors sculptured in alpacca seemingly guard the treasure deep within.

When the double doors are opened they reveal a spectacular dining table also forged out of alpacca with seating for 12. Wide teak planked floors are covered with silk carpets. Floor-to-ceiling windows aft give an endless view over the ocean with a cluster of beautifully designed chairs and sofas in a delightful conversational circle which flank an oversized low table: the perfect







An oversized low table covered in stringray skin on a Nepalese silk rug, decorated with swirling patterns echoing the tides, is the focal point for seating in the rounded saloon area aft on the main deck. A Steinway adds entertainment in the evening

place for listening to background music from the Steinway piano. Customisation is to the nth degree with chairs and tables reminiscent of the regality you would have found on ocean liners in the 1930s and 1940s, with a clever twist on the designs by Salvagni.

Although the owner's apartment is forward on the main deck as one might expect, the layout is somewhat unconventional in that the owners divided up the full-beam suite: a beautifully appointed office which could also work as a private sitting room; and the bedroom, that is divided into a reading area, a central sleeping area and a television area. Bathing does not disappoint – a delightful, light marble spa area with a solid white marble bath as a central feature, with a huge shower area behind and floor-to-ceiling windows to each side. Private dressing rooms with intricate detailing are to either side.

The bridge is one deck up with good visibility through large windows and there is access both sides to wide deck areas and curved alcoves in the hull structure, which house the bridge wing docking systems. What is unusual is the large dedicated radio and chart room off

the main walkaround bridge console, which I think we will see appearing on other yachts.

Moving aft past the captain's quarters is a haven for the young and young at heart. A cosy sitting room complete with a fireplace invites you to relax, but the ultimate aim of this room is to allow the youngsters to enjoy the central 103 inch Panasonic television screen, much like a private cinema, with a huge day bed on which numerous people can lounge in comfort. This is a clever use of the space where the engine extractors run up the port and starboard sides of the room cutting into the space, but because of the way the room is designed it does not give that pinched look that is so familiar on other yachts.

As we move around the yacht it is evident that the spaces flow and you don't have that sense of getting lost, which inevitably happens on a vessel of 70 metres. Up another deck where you would normally find the bridge is dedicated to complete luxury spa living. The idea was to create an experience of a top spa resort with a few extras. The décor changes tempo here but still keeps the teak theme. Choose from a session in the well-equipped

A cluster of beautifully designed chairs and sofas flank an oversized low table: the perfect place for listening to background music from the Steinway piano





The distinct areas in the owner's suite are elegant and calm with the mood changing to a classic monochrome spa decorated in unpolished white Greek marble and a ceiling made out of slabs of bronze





The owner's suite is full beam and covers 170 square metres. It incorporates stylish dressing rooms with accents of stingray, goats' skin, lacquer finishes and leather detailing. It comes complete with day beds facing a 50 inch Bang & Olufsen TV

gym, a massage in the calmness of the wellbeing room or be pampered in the beauty room and hair salon. Thought has even gone as far as including a sauna and separate Turkish bath, or if this is all too much simply sink into one of the custom-designed double sun beds on the aft deck.

Forward on this deck is a cracked-glass bar where you can sit on high stools and watch food being prepared. Two raised seating carousels forward add an extra element and make this a popular spot.

The total rethink of the way the spaces are used enabled the top deck to become a dedicated pool deck where a central oblong infinity pool shaded in part by the overhead mast can be turned into a bubbling cauldron at the touch of a button. An adjoining bar area and oversized sofa can be shaded by a Bimini if needed. This deck can also be turned into a party deck. An elevated teak-covered touch-and-go circular helideck (complete with landing lights) can be turned into a dance floor with all the electrics and lighting already installed, ready for lots of fun.

The accommodation for guests is found on the lower deck in four identically decorated double and twin cabins each with en suite shower facilities and touches of delightful eccentricities in each one. A slightly larger VIP is up on the bridge deck.

The crew accommodation is forward of the guest area complete with mess, crew galley and cabins forward. On the tank deck forward there is a large dedicated laundry.

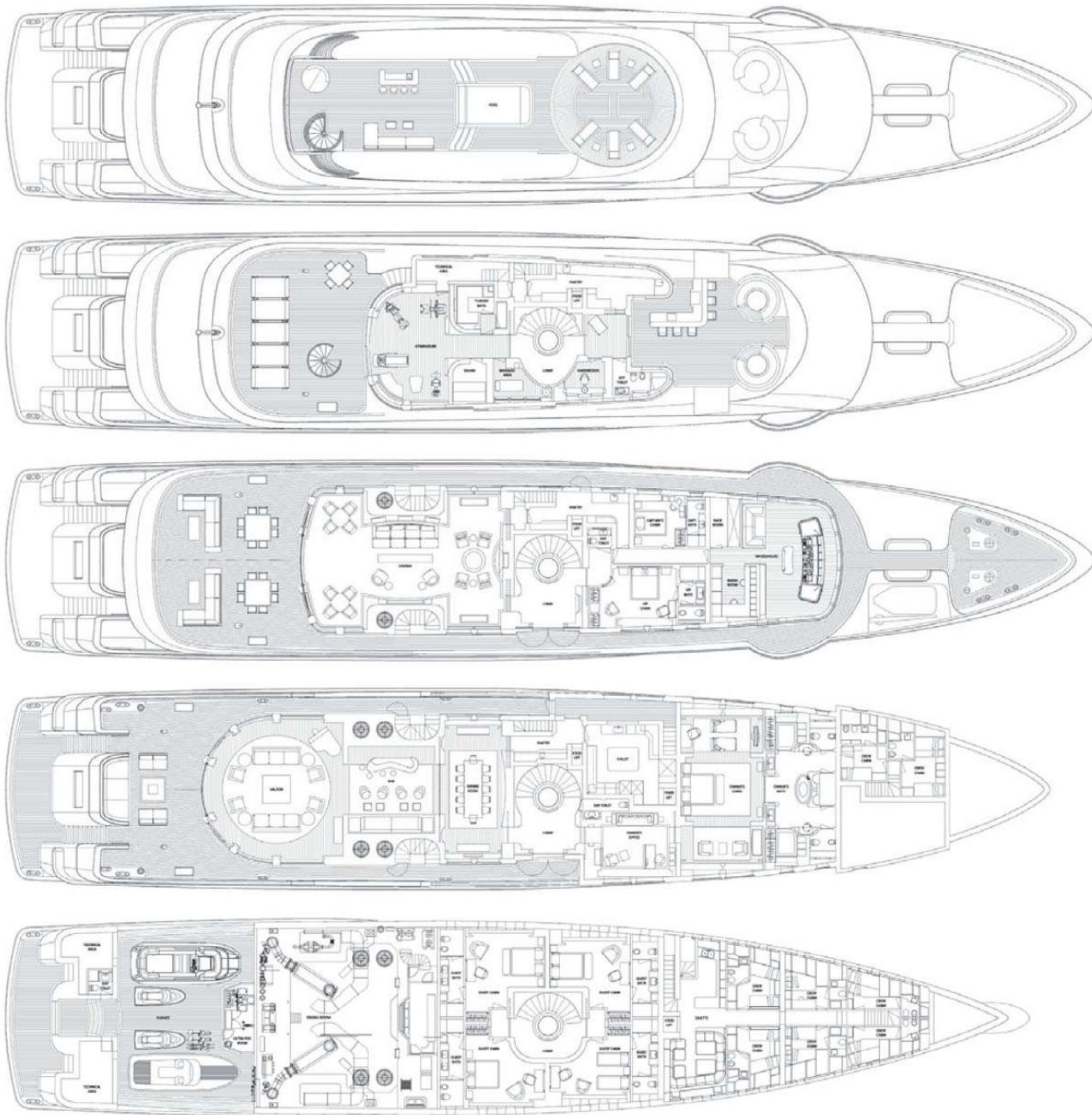
The garage aft of the split-level engine room has gullwing doors engineered with integrated launching cranes for the two tenders, a Columbo and Castoldi, and plenty of room for all the accoutrements for watersports. The aft deck can be turned into a beach deck for swimming in the sea with a head and shower facilities at this level.

It is refreshing to find an owner who is prepared not only to go the extra mile on the design but also to put his faith in a shipyard that although established in some areas is very young when it comes to full customisation. If this is the sort of standard it can achieve at a budget that the owner set, only broken when he went for broke on the Audio Visual equipment, it is a credit to the yard and all those involved.

Don't think this owner took a back seat: he was instrumental in making it work and spent as much time on the project as the rest of the all-Italian team. What Rossinavi has produced will be judged by the world at the Monaco Yacht Show in September, and I think those who are fortunate enough to charter her will be truly impressed.



Bathing does not disappoint – a delightful, light marble spa area with a solid white marble bath as a central feature, with a huge shower area behind and floor-to-ceiling windows



NUMPTIA *Rossinavi*

LOA 70m
LWL 60.8m
Beam 13.2m
Draught 3.4m
Displacement 1,440T
Gross tonnage 1,642GT
Speed (max/cruise)
 18.6 knots / 16 knots

Range at 12 knots
 7,500
Engines
 2 x Caterpillar 3516B,
 2,525kW at 1,800 rpm
Owner and guests 12
Crew 19
Construction

Steel, aluminium alloy
Classification
 100 A1 SSC Yacht (P) Mono
 G6 LMC UMS; RINA Green
 Plus; MCA (LY2) compliant
Naval architecture
 Axis Group Yacht Design
Exterior design
 Design Studio Spadolini

Interior design
 Salvagni Architetti
Owner's project manager
 Studio Navale Martinelli
Independent surveyor
 Frederic De Clercq,
 Sparkman & Stephens

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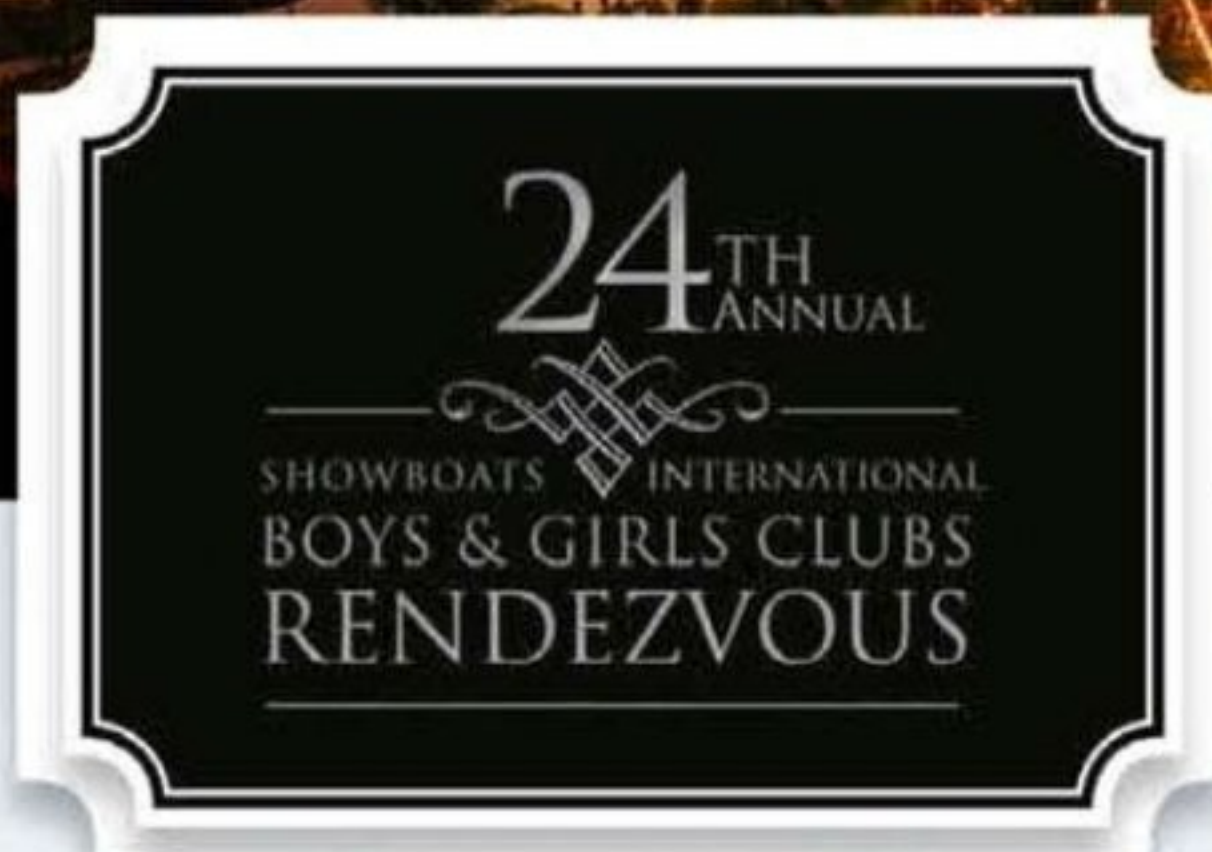


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Quinta Essentia

THE DESIGNERS HAVE USED THE MYSTICAL FIFTH ELEMENT AS THEIR INSPIRATION FOR THIS 55 METRE HEESSEN. THEY HAVE CREATED A TRANQUIL, LIGHT FILLED SPACE THAT FEATURES BALCONIES, A WATERFALL AND PLENTY OF SPACE TO RELAX

words: Peter Boulton
photography: Tony Corallo;
Carlo Borlenghi; Martin Morrell



Everyone went to Capri except the yacht! Photographers, coordinators, models, technicians and representatives from Heesen congregated on the so-called Island of Love, but the missing element, the 55 metre Heesen *Quinta Essentia*, was unable to obtain sufficient space in the marina. Swiftly a worthy base was found in the Marina di Stabia at Castellammare on the Italian mainland. The entourage duly followed for her first public appearance since leaving Holland, but it was well worth the effort and the rewards were outstanding.

Officially launched in March, *Quinta Essentia* still had much fitting-out to do before completion three months

later, not least of which involved removal of the entire sun deck for separate transportation, in order to negotiate the bridges on her way to the open sea. A true case of 'design meeting practical engineering'.

Quinta Essentia is of all-aluminium construction and is strikingly handsome in creamy-white paint, with a contrasting regal red that has been used to cover the transom, moving forward as a broad band through the bulwarks almost to the bow, then outlined by a narrow silver stripe. The effect is dramatic yet easy on the eye.

Externally, the lines are arguably among the best ever penned by Frank Laupman. 'The owner expressed a



‘The owner expressed a desire to see the sea from just about anywhere inside, regardless of standing, sitting or lying down,’ says Frank Laupman



There is a splendour in the simplicity in the main saloon, decorated in imperial purple, white and black. The owner's wife's love of flowers inspired some of the fabric choices. Skylights above the dining table (top right) help to flood the interior with light







desire to see the sea from just about anywhere inside, regardless of standing, sitting or lying down,' he says. 'This idea was carried through to the main and upper deck saloons, as well as the owner's quarters.'

Designed to be semi-displacement, this powerful yacht is capable of 24 knots with a cruising speed of 18 and is the end product of some of the greatest names in the industry, not forgetting the owner's astute input of ideas and specifics. Apart from Laupman of Omega, Heesen's in-house naval architects, in consultation with Van Oossanen & Associates, were responsible for the naval architecture. Ken Freivokh laid down the parameters for the interior, while Michela Reverberi, with the owner's assent, produced a delightfully balanced and enticing décor.

The owner's choice of ship's name was inspired by the gods of Greek mythology and their guardianship of the quinta essentia, the magical fifth element, and was intended to set the theme for the décor. In this way, the four base elements – earth, air, fire and water – would be used to express the interior, leaving the yacht as the mystical unknown element, the quinta essentia.

Having boarded the yacht, it doesn't take long to also appreciate the owner's desire for spaciousness and the astonishing way in which this has been achieved. Even when launched, it was much remarked that the interior evoked the sensation of being aboard a 72 metre, substantiated by remarkably high ceilings and relocation of the galley one deck down. This latter decision

The four base elements – earth, air, fire and water – would be used to express the interior, leaving the yacht as the mystical unknown element, the quinta essentia



A spectacular spiral glass staircase, whose Bernard Pictet glasswork walls resemble frozen streams of water, surrounds a cylindrical glass lift



The lift is a smoothly operating flawless glass tube with a glass top made by Dutch company Extreme Exclusive and complements the stunning wraparound backlit staircase. The relaxing upper saloon features a baby grand piano to starboard and an enormous flat screen television



expands the owner's accommodation into a veritable apartment and the feeling is continued in the guest accommodation, where everything is full of natural light. General layout is for six en suites which consists of the owner's apartment, a VIP, a twin bed cabin and three doubles, two of which will convert into an additional full-beam VIP if required.

Continuing the theme and sensation of light and space is the starboard main deck side-entrance lobby, where a spectacular spiral glass staircase, whose Bernard Pictet glasswork walls resemble frozen streams of water, surrounds a cylindrical glass lift, both of which serve three decks. Public spaces are delightful, with inviting seating areas and big windows making maximum use of the glazed balconies. Formal dining is on the upper

deck and comprises a circular glazed table set within huge curved-glass doors aft. Immediately forward is a semi-circle of sofas positioned so as to take advantage of the panoramic views or the entertainments centre. Similarly, the sun deck has an equally huge outside dining table, plus an intimate saloon facing forward.

On the main deck, the owner's wife's love of flowers led to discussions with Reverberi resulting, for example, in the cushions having the end third covered in a riot of wildflower arrangements, with matching throw cushions. The result is joyous yet relaxing.

In keeping with the overall theme of base white for walls and ceilings, carpeting throughout is hand-woven white silk, within which Reverberi has introduced diminishing wave-like brush-strokes in colours indicative



of the elements, while her intuitive interpretation of the guest suites is masterful. Often where other interiors offer 'nice but untouchable', Reverberi has achieved the opposite and made hers pleasingly livable.

Outside deck areas are sensational, having been planned for maximum enjoyment and comfort, yet with the same expression of spaciousness. The sun deck forward in particular is vast.

Apart from those few guests who surreptitiously enjoy being gazed upon by envious watchers on the dock, many yachts' main decks aft are virtually unusable in terms of privacy when stern-to in the marina. For *Quinta Essentia*, which has a spa pool aft on her main deck, a wide, opaque curtain of water falls from the deck above. This remarkable feature is dense enough to project movies on, ensures privacy and helps keep the area cool.

'Our client was a pleasure to work with from the start, especially since we supplied and managed his previous yacht, the award-winning Heesen 47, *Celestial Hope*,' says Sergei Dobroserdov, director of Nakhimov, the yacht's manager. 'He came to me with a rough outline sketch, with a hole punched in it indicating maximum sea-viewing and asked what we could do about it – hence Frank Laupman's balconies. He has been involved in virtually every aspect of the yacht's construction and with obvious enjoyment. The same may also be said of his wife, whose input with Michela Reverberi regarding furnishings helped personalise the interior. It's nice to know they are both delighted with the performance and

A wide, opaque curtain
of water falls from the
deck above. This
remarkable feature is
dense enough to project
movies on, ensures
privacy and helps keep
the area cool







looks and the fact that *Quinta Essentia* is also playing a major role in the wedding of their daughter on Capri.'

Reverberi echoes his sentiments. 'It was a joy to be part of this and I appreciated working for owners who gave me their support and trust,' she says 'It allowed me to reach a successful synthesis between their taste and culture and my professionalism, giving harmony and balance to the boat. The yacht reflects the essence of what she is: a perfect combination of all the elements that compound her.'

Captain Rob Williamson is very pleased with his new command, although confessing to slight misgivings at the start. 'As a semi-displacement yacht using all-aluminium construction, I thought she might be a bit tender because of the relatively light weight and half-load draught of 2.6 metres. However, from the earliest experience of sea trials, it soon became evident this was

going to be a winner.' By the time of arrival in southern Italy, they had covered more than 3,700 miles together.

Quinta Essentia navigates with state-of-the-art electronics and carries a superlative guest-controlled system for audio/visual, communications, general functions and crew calling. Several underwater cameras permit viewing of the world below on any monitor on board. Another interesting feature is the side-loading float-on-float-off system for the 7.5 metre Limo tender, which has its own docking pool.

While being the owner's pride and joy, she is available for selective charter on both sides of the Atlantic, with Nakhimov in Monaco. A good selection of water toys plus a top-class chef and immeasurable levels of comfort should guarantee happy go-anywhere 'elemental' charter delights, fit even for the hedonistic gods of mythology.



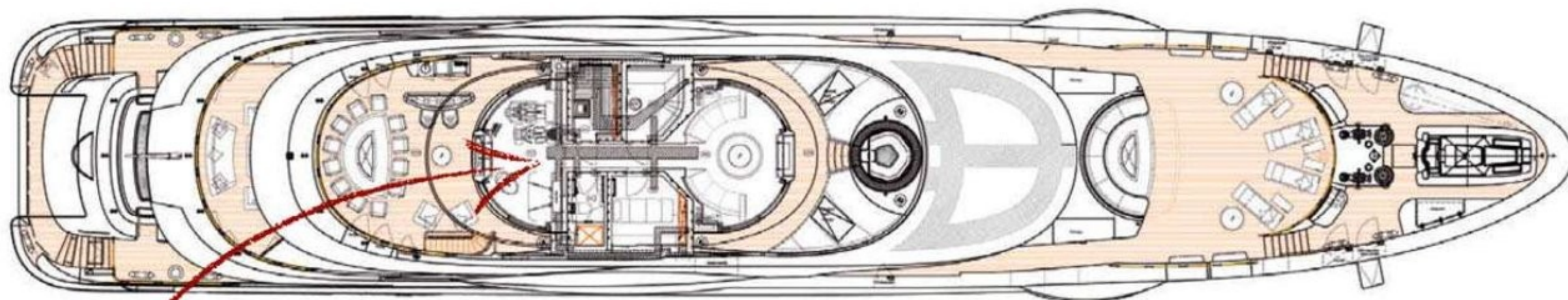


‘The yacht reflects the essence of what she is: a perfect combination of all the elements that compound her,’ says Reverberi



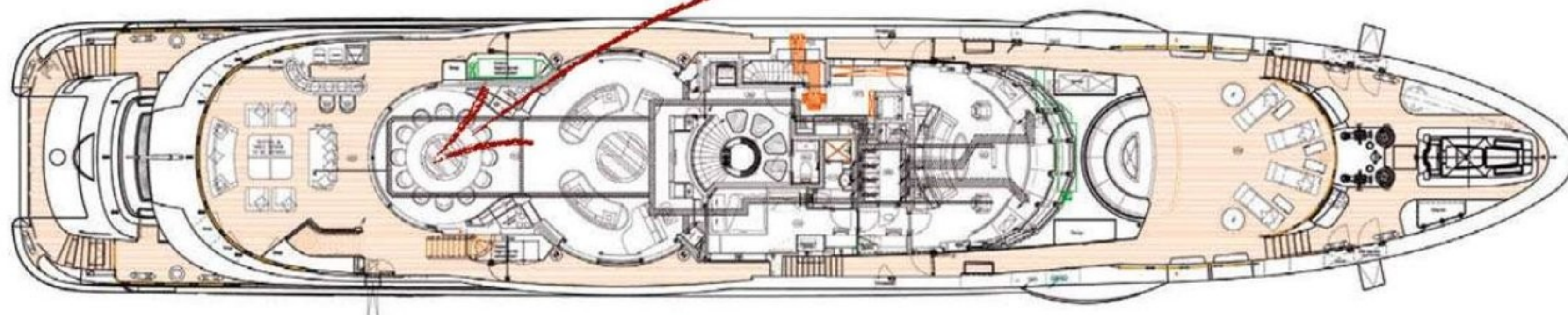
The owner's bed is, unusually, off the centreline, with a lounge area leading out to a private balcony. Signature Reverberi 'brush strokes' in carpets (right) echo the swirls in the deckhead above. Each guest cabin represents one of the elements, while the owner's cabin is mainly decorated in silver – said to reflect all four





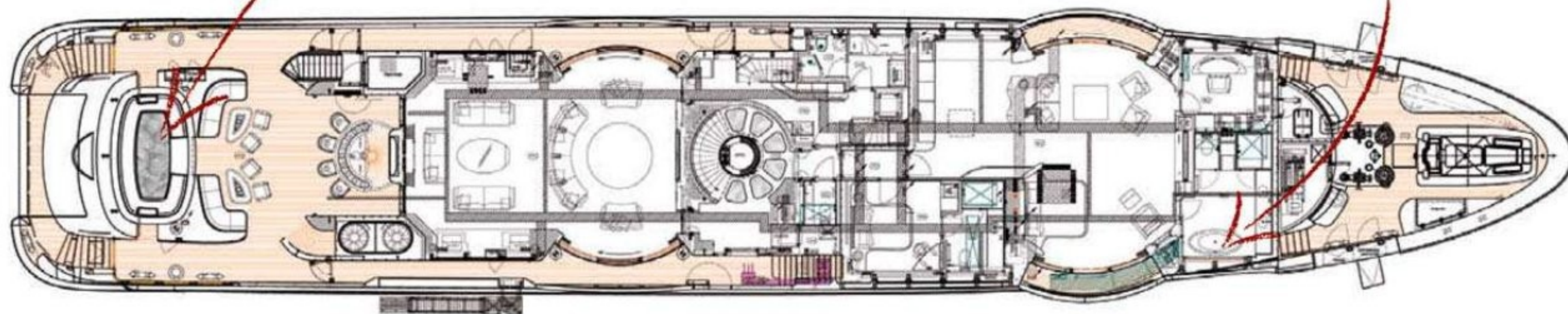
For guests who wish to keep up their fitness levels, there is an enclosed, air-conditioned gymnasium, plus a sauna for relaxing in afterwards

Formal dining for 12 takes place on the aft upper deck, with curved glass doors offering wide views

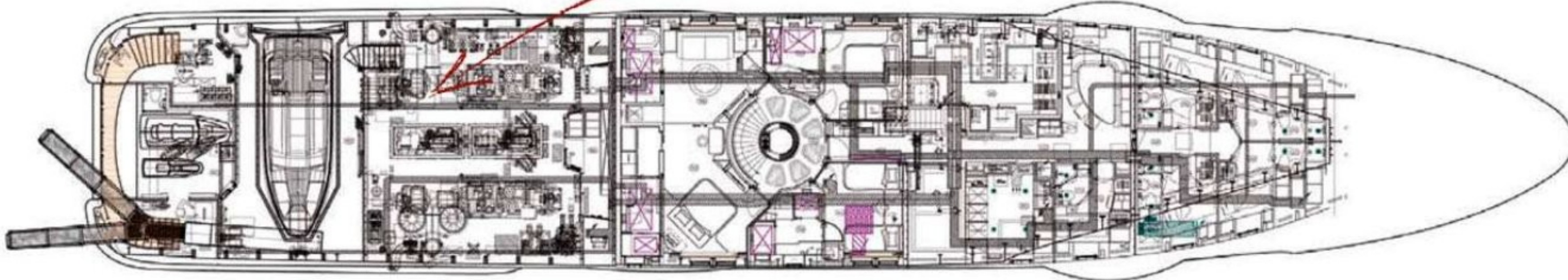


The spa pool features an impressive waterfall from a level above which glows different colours at night

The owner's en suite has a black standalone bath, a large shower and a wall of mirrors with silver leaf frames



Propulsion comes from a pair of V20 diesels, which were chosen over V16s as they are considerably lighter, yet with similar economy



QUINTA ESSENTIA Heesen

LOA 55m
LWL 48.3m
Beam 10.3m
Draught 3m
Displacement 500 tonnes
Gross tonnage 790GT
Engines 2 x MTU 20V 4000M93L, each 4,300kW

Speed (max/cruise) 24 knots / 22 knots
Range at 12 knots 4,500nm
Stabilisers VT Naiad, type 820 with 2 fins of 4.2 m²
Generators Kilo-pak, 2 x 175kW & 1 x 80kW emergency

Fuel capacity 125,000 litres
Owner and guests 12
Crew 10
Construction aluminium
Classification ABS # A1 Commercial Yachting Service # AMS

MCA / LY2
Naval architecture Heesen Yachts / VOA
Exterior design Omega Architects
Interior design Ken Freivokh Design / Reverberi Interior Design

Owner's project manager Nakhimov
Charter broker Bon Kain, Nakhimov.
tel: +377 97 98 57 89
email: bonnk@nakhimov.com
web: www.nakhimov.com

Charter rates €350,000 per week
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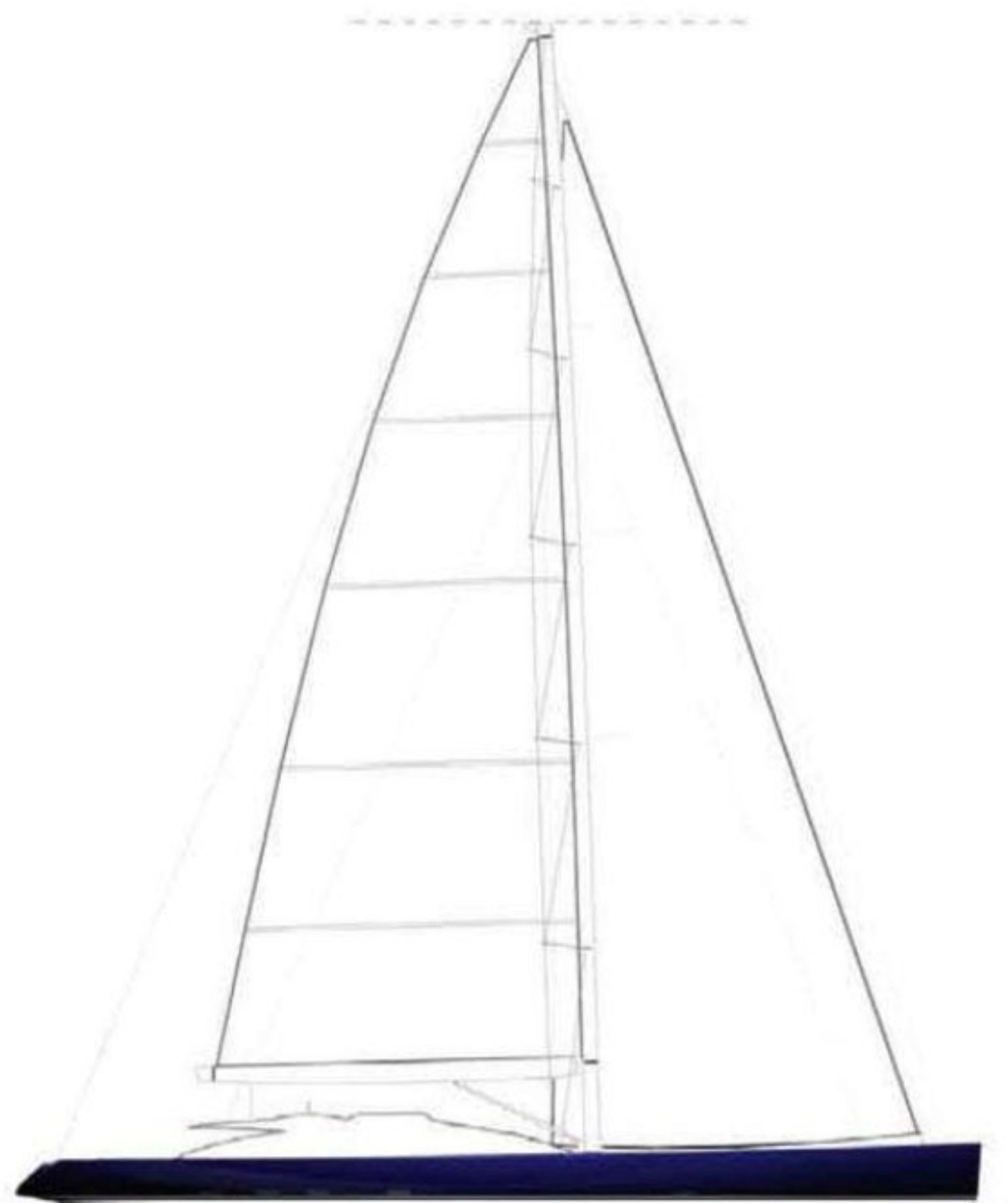
Artist: Dale Chihuly . www.chihuly.com

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Temple of the Moon, Paradise Island, Bahamas, 1998, 13' diameter, Photo by Tom Lind



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NAVAL ARCHITECTURE AND YACHT DESIGN



A PASSIONATE YACHTSMAN AND HIS BUSINESS PARTNER SET UP
THEIR OWN YARD TO BUILD THIS STUNNING 33.9 METRE YACHT

words: Tim Thomas photography: Carlo Borlenghi; Jainie Cowham

A magazine







'Annagine is much more aggressive – the owner appreciates racing and wanted to be a bit more on the edge'



My disappointment at the cancellation of the last day of racing at this year's Loro Piana Superyacht Regatta due to too much wind was short-lived, as no sooner had the announcement crackled over the radio than my phone rang. It was Ian Savage, captain of *Annagine*, telling me that the owner wanted to go sailing anyway, and I was invited along for the ride.

The story of this sleek, classically beautiful 33.9 metre sloop is far from standard. Built for a highly experienced yachtsman, she was not the progeny of a well-known yard but rather the product of an owner and his business partner who decided to go it alone, setting up their own yard to take on the project. With his background in property development, and latterly as the owner of a boutique hotel, it seemed an obvious step to take.

'Me and a business partner saw a Dykstra designed 65-footer at the HISWA show in Holland back in 2002,' the owner told me as we power-reached towards Porto Rotondo. 'It was too small, so we asked Dykstra to draw a larger version with a separate crew area, and it came out at 76 feet. Built in aluminium, she launched in 2004, and already in 2005 we decided to try building a yacht instead of apartments. We went back to Dykstra and got him to design a larger version still.'

Annagine was the result. 'The original boat was based on the smaller classics of the 1930s and 1940s, like *Stormy Weather*,' says Eric Wassen, naval architect at Dykstra & Partners. 'She had no coamings or superstructure. The owner wanted the same concept but

sleeker and more sporty; the 76 was slightly tame and more easy going, but *Annagine* is much more aggressive – the owner appreciates racing and wanted to be a bit more on the edge. In making her bigger we maintained the same freeboard so she definitely looks more classic, more elegant. The larger size also means she is more suitable for luxury charter – the 76 was right on the lower limit of that.'

With the design set, the owner and his business partner created their own company in 2008, rented a yard in Zaandam, Holland, and hired a project manager. With the aluminium hull shipped to the new yard, work could begin in earnest. 'I run it like my property business,' says the owner, 'in that I don't have a lot of people on the payroll.'

'Most people tried to discourage us,' says his business partner, 'as they said other yards had built boats like this before and were familiar with the process. But we had people with experience of other yards, and Dykstra with his contacts who he could recommend. For a big build, it's a management project, much like property development. I believe you need to be very closely involved, so we had meetings every week – and communication is key. There are also similarities to property development in how you manage a multi-party project. Of course, building a yacht is more complex, and one of the differences is that all parties are proud of their product and want to build something beautiful, which is not always the case in property...'



It proved to be a steep learning curve, the build hampered at one point when the original interior contractor went bust, but there were advantages to building this way too – including cost savings of ‘at least 25 per cent’, says the owner’s business partner. And so successful has been the project that the yard is looking to build further yachts along similar lines. ‘Of course, we don’t have the reputation of the big names,’ he continues, ‘but all the materials and equipment are the same as the other yards use. We know a lot more than we did four years ago – and also we have learnt from seeing how the boat performs in cruising and racing modes. We would perhaps build a range from 26 metres to 39.6 metres, and we are working on plans and GAs to show potential clients.’



Her traditionally styled interior uses Honduras mahogany, chestnut and white panelling. The deck saloon offers seating and a navigation area, while the lower saloon delivers a dining area to starboard and a comfortable seating area to port



‘The crew tried flying the staysail as well, and we ended up power reaching at 15 knots with peaks at 16 knots. The feel on the wheel is incredible’

So what of *Annagine* and her performance under sail? With the waters of the Costa Smeralda largely our own, it was the perfect chance to put the yacht through her paces. She had only been launched a few weeks, and her sea trials had been not a baptism of fire, but a baptism of ice. ‘We trialled her initially in Holland in January,’ recalls the owner, ‘and it was blowing 30 knots, it was minus three degrees and there was ice on the deck – I had ski gear on! Then on the delivery in March to Mallorca it was cold, wet and again there was too much wind, but the boat was fantastic.’

As we trucked along the coast with the breeze gusting up to 30 knots, it was easy to see why the owner is so impressed with his yacht, and why he was happy to take

her out in such conditions when the rest of the racing fleet were tied to the YCCS dock. At 100 degrees apparent we clocked between 12 and 14 knots with the yankee and a one-reefed main, and coming up towards 70 degrees apparent the speed sat happily at a shade over 14 knots. The crew and the man from Doyle Sails also decided to try flying the staysail as well – the crew are still playing with the different sail combinations – and we ended up power reaching at 15 knots with peaks at nearly 16 knots.

The feel on the wheel is incredible, and rather than is the case on some super sailing yachts where the steering system leads to a detached feeling for the helmsman, *Annagine*’s direct cable steering makes her more akin to sailing a small racer. In the breezy conditions she



Annagine is a true yachtsman's yacht, and her lines and quality are testament to what can be achieved even when you do set up your own yard for the build

certainly feeds a lot of power back through the wheel, but she tracks straight and true and takes the merest tug on the helm to bring her back on line. More than just the sailing performance though, I was bowled over by her seakindly hull, and suspect that she could carry her guests and crew through much worse seas than we experienced as if she was on springs.

Her accommodation is straightforward, with a deckhouse leading to a lower saloon and dining area, while guest cabins are midships and the crew area right forward. Décor is clean, simple and classic, with white panelling and deckheads making the most of the natural light to create a bright and airy interior, contrasting pleasantly with the Honduras mahogany and chestnut flooring. That light comes largely thanks to the traditionally styled deck skylights and prisms, chosen over a flush deck with hatches to preserve her elegantly classic lines. Headroom was specified at 2.1 metres throughout the saloon and guest cabins – no mean feat considering her low freeboard. 'The hull is quite flat,' says Wassen, 'which means there is not much room for piping and cable installations, so you are limited in what you can do with headroom.'

Perhaps the one downside of the interior is the engine room, squeezed under the deck saloon, which will be awkward for the engineer to access all areas easily, but the sound insulation is good throughout. Indeed, Wassen describes *Annagine* as a 'medium light' yacht, with some foam core used but with the sound insulation making her

interior not as light as an out-and-out racer.

On deck, she is clean and simple, with a single wheel at the back of the cockpit, six-inch bulwarks topped with a varnished capping rail, and a carbon mast from Offshore Spars supported by Nitronic rod rigging. Sheet winches are found outside the outer coaming of the cockpit, meaning sails can be trimmed from the safety of the cockpit itself – perfect for charter guests.

Annagine, then, is a true yachtsman's yacht, and her lines and quality are testament to what can be achieved even when you do set up your own yard for the build. More than this, though, is her performance on the water. She gave me the best ride I have had in a long time, and she will without doubt delight any passionate sailor who is fortunate enough to experience what she can do first hand.





LOA 33.9m
LWL 26.1m
Beam 7.1m
Draught 4.25m
Displacement 99 tonnes
Mast and boom
 Offshore Spars carbon
Sailmaker Doyle Sails

Engine
 Volvo Penta D7A-BTA,
 199hp
Speed (max)
 Power: 10.5 knots
Range at 8 knots
 1,800nm
Bowthruster
 Lewmar 400

Generators
 2 x 26kW Northern Lights
Fuel capacity
 4,000 litres
Freshwater capacity
 2,800 litres
Owner and guests 6+2
Crew 3

Tender
 Caribe DL15
Construction Aluminium
Classification
 Lloyds +100A1 SSC Yacht
 Mono G6 / MCA short range
Naval architect
 Dykstra & Partners
Exterior styling/

interior design
 Dykstra & Partners
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 Ocean Independence
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 email: adelheid@ocyachts.
 com
 web: www.
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Builder/year
 J.O.M. Holland BV/2011
 Zaandam, Holland.
 www.annagine.com

The cockpit is much more like a small yacht cockpit, with a single wheel aft and sheet winches conveniently located outside the coamings. The intimate feel is perfect for cruising and chartering

In keeping with her classic lines, natural light is fed to the interior via deck skylights and deck prisms

The deckhouse and lower saloon are both bright and airy, with plenty of space for eight guests to relax

Guest accommodation comprises one master double cabin, and two twin/double cabins, each with an additional Pullman berth. crew accommodation for three is forward

A fixed, ballasted keel with a relatively short chord length gives a draught of 4.25m. She has a composite spade rudder



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MYSTÈRE

SHADOW

words: Peter Boulton and Tim Thomas
photography: Toni Meneguzzo





DESIGNER STEFANO PASTROVICH AND THE MONACO MARINE TEAM HAD JUST IT INTO A FLOATING SPA AND BEACH CLUB, BUT WITH A TRUSTING OWNER, A



Introducing *Mystère Shadow* is rather tough. She is not a 'white' yacht with flowers and exquisite furnishings and immaculate paintwork, but neither is she a true shadow yacht, with supplementary guest and spare crew accommodation, carrying a helicopter and lots of water toys (although the latter does apply). Possibly the most accurate description is that she is a 50 metre, floating entertainment centre day boat, devoted entirely to the essence of yachting – fun!

Mystère Shadow started life 30 years ago as an oil-rig supply vessel in the Gulf of Mexico. Like today, she had a high-bow, with bridge forward plus an immense hangar superstructure and a massive crane on the aft deck. She also had huge 'mud' tanks, so called because they contained a powder which, when mixed with water, formed a mud used for 'tamping' when drilling. As an indication of size, the eventual removal of these tanks involved cutting away 80 tons of steel... But the real story here lies with the captain and crew and their

interaction with the ship and her owner.

Captain Ross Thomson is Australian, from Queensland and proud of it. Young, self assured and competent, he grew up on the water and from age 10 was fishing and diving. By 1998 these sports had become professional so he worked on sportfish boats and eventually also became a diving instructor, all over a period of about seven years. A gradual transition led to almost four years on a 56 metre shadow boat and he admits that he has never been and has no experience of being a 'white-boat' man. The majority of the crew, seven guys and three girls, are also Aussies, with the exception of a South African and a couple of Kiwis and, saving the chief engineer who just started, the guys had all been together on the previous shadow vessel. This was later sold in Dubai and, with the previous captain, everyone shipped aboard *Mystère Shadow* in Fort Lauderdale in July 2009. After three months of grooming First Officer Thomson, the captain left and everyone moved one pace sideways and upward. That was just over two years ago.

The lower deck spa is a wonderful space that not only features various treatment rooms off the central seating and entertainment area, but which also has a full cinema system for relaxing in front of a movie

NINE MONTHS TO TAKE A 30-YEAR-OLD COMMERCIAL VESSEL AND CONVERT GOOD CREW AND SOME IMAGINATIVE THINKING THEY ROSE TO THE CHALLENGE

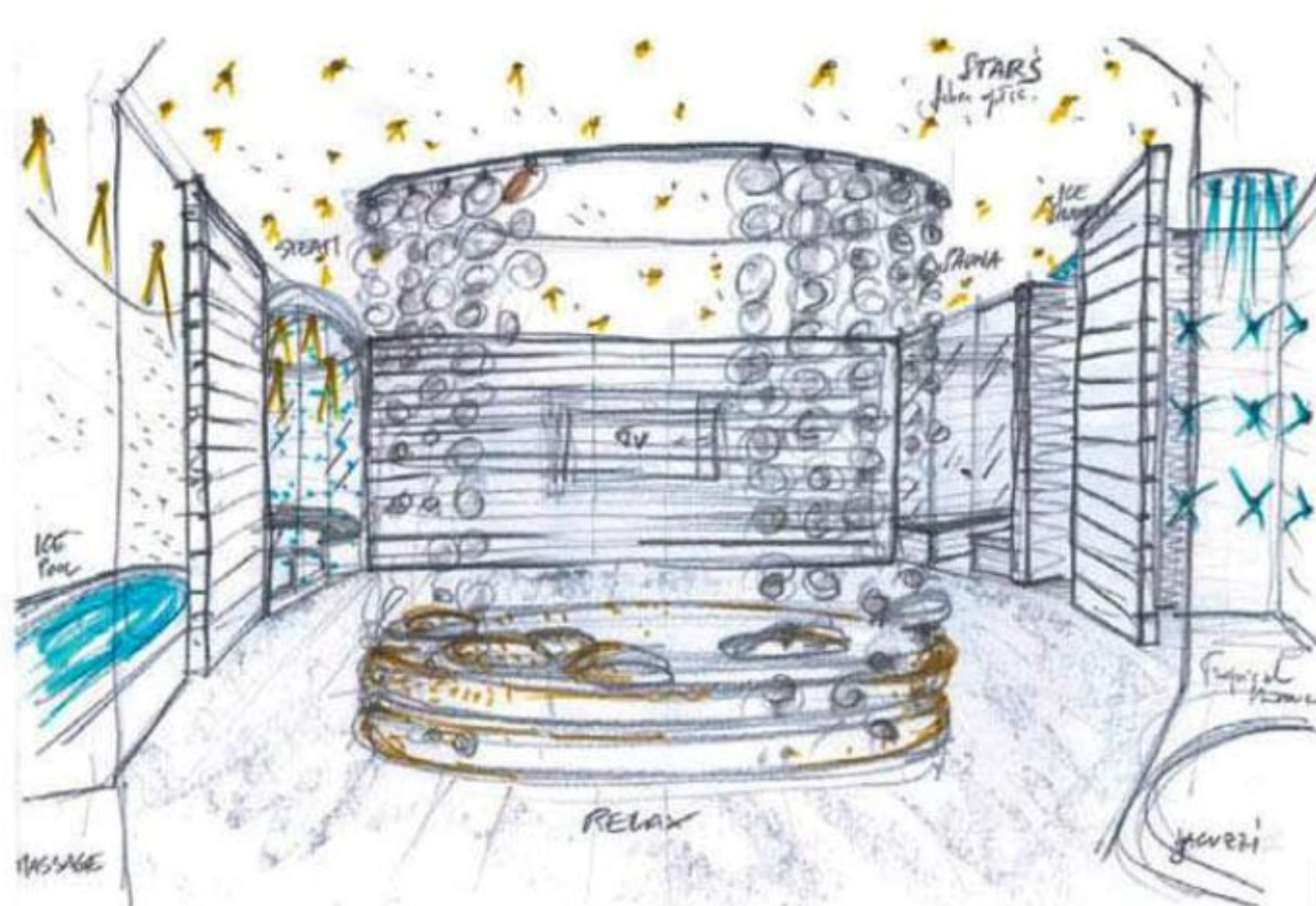
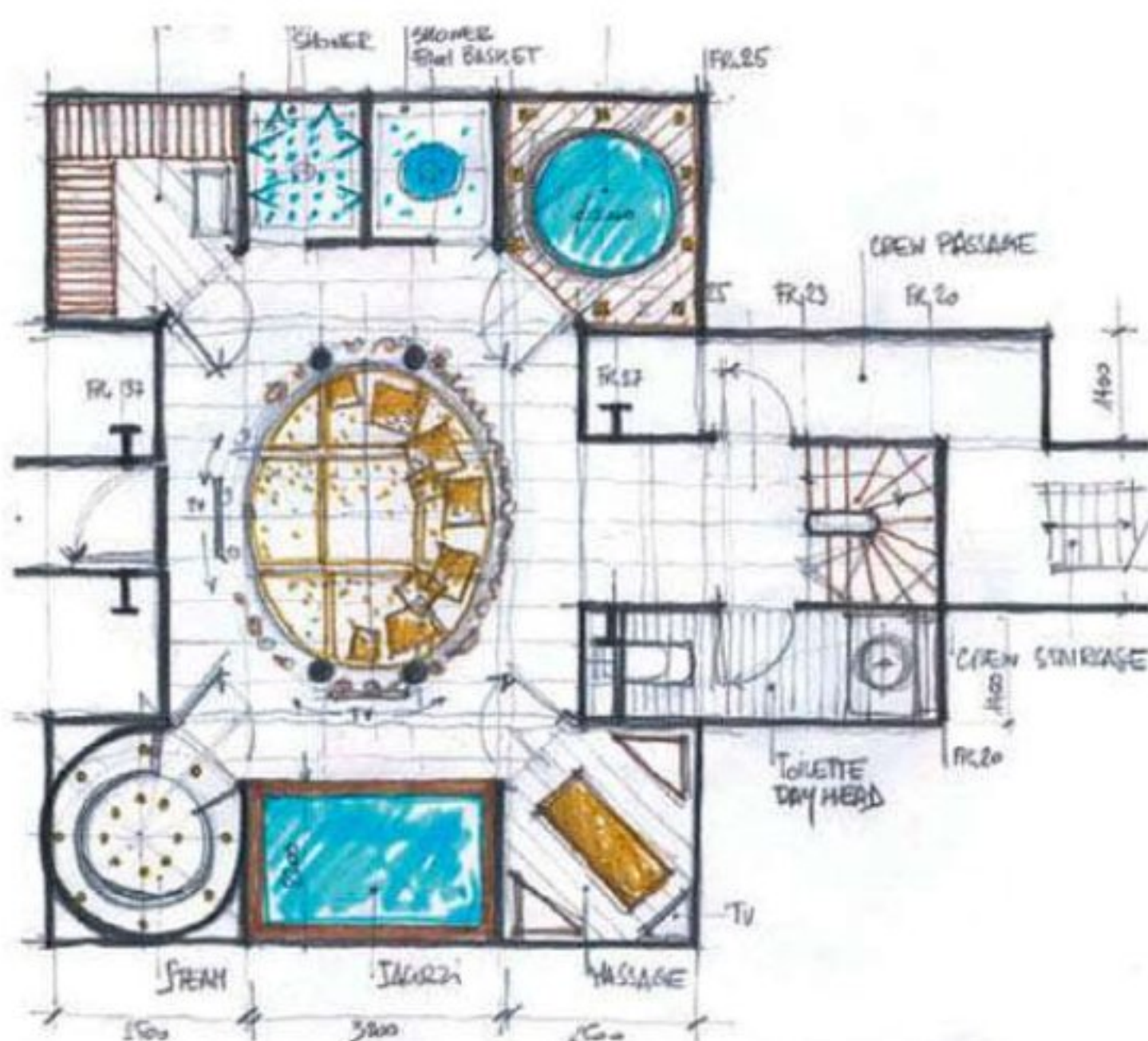
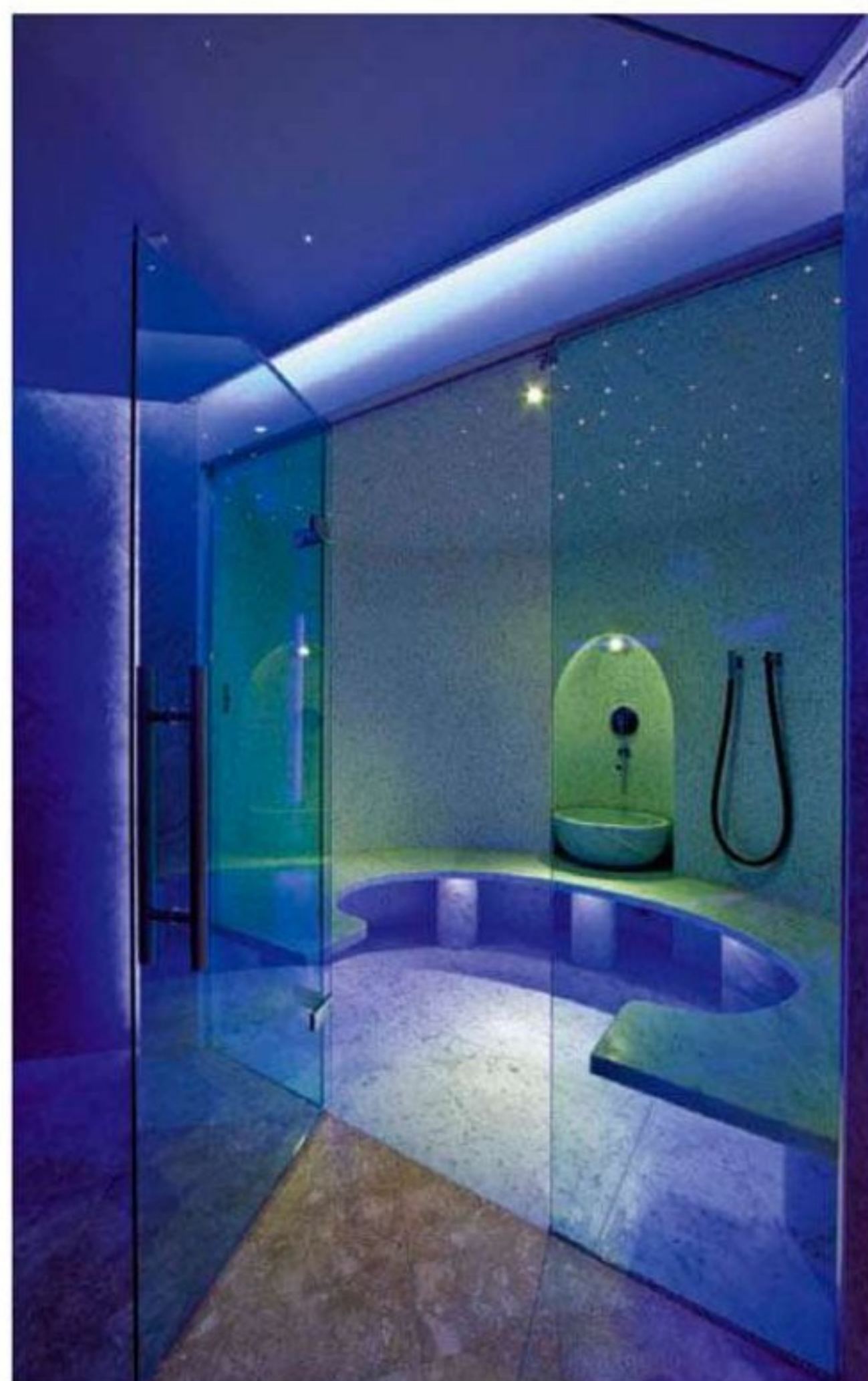


Pastrovich on the spa

For designer Stefano Pastrovich, transforming *Mystère Shadow* into a luxurious day retreat presented a number of challenges. 'My first contact with the client was at the end of August 2010, introduced by Monaco Marine with whom I have a good relationship,' he says. 'The client wanted a refit, but not a big one – he wanted a spa, and to be able to enjoy the boat during the day or night. When I first went on board she still had the two "mud" tanks either side below. I said I wanted to destroy everything and make the area one big room, which meant a lot of work with the naval architects to reposition the structural support pillars.'

With the owner stipulating a spa in which he could spend all day, using the sauna, eating, drinking, watching television, Pastrovich set to designing the space. The central seating area is multi-functional with an adjustable table that means the space can be used for dancing, as a dining area, or as a daybed. For the finishes, Pastrovich specified Jerusalem stone which proved cheaper than regular marble, is easier to clean, and has a rough, almost anti-skid surface to it. Brown Carrara marble is used elsewhere, while more expensive Red Damasco is used sparingly for highlights.

'In order to start the refit on time,' Pastrovich continues, 'we had to have all the spa technical drawings done by December 2010. I had just five days to prepare the initial sketches, but it was a good relationship with the client. I didn't have to say "do you like this or that", he just trusted me so I just did it!'

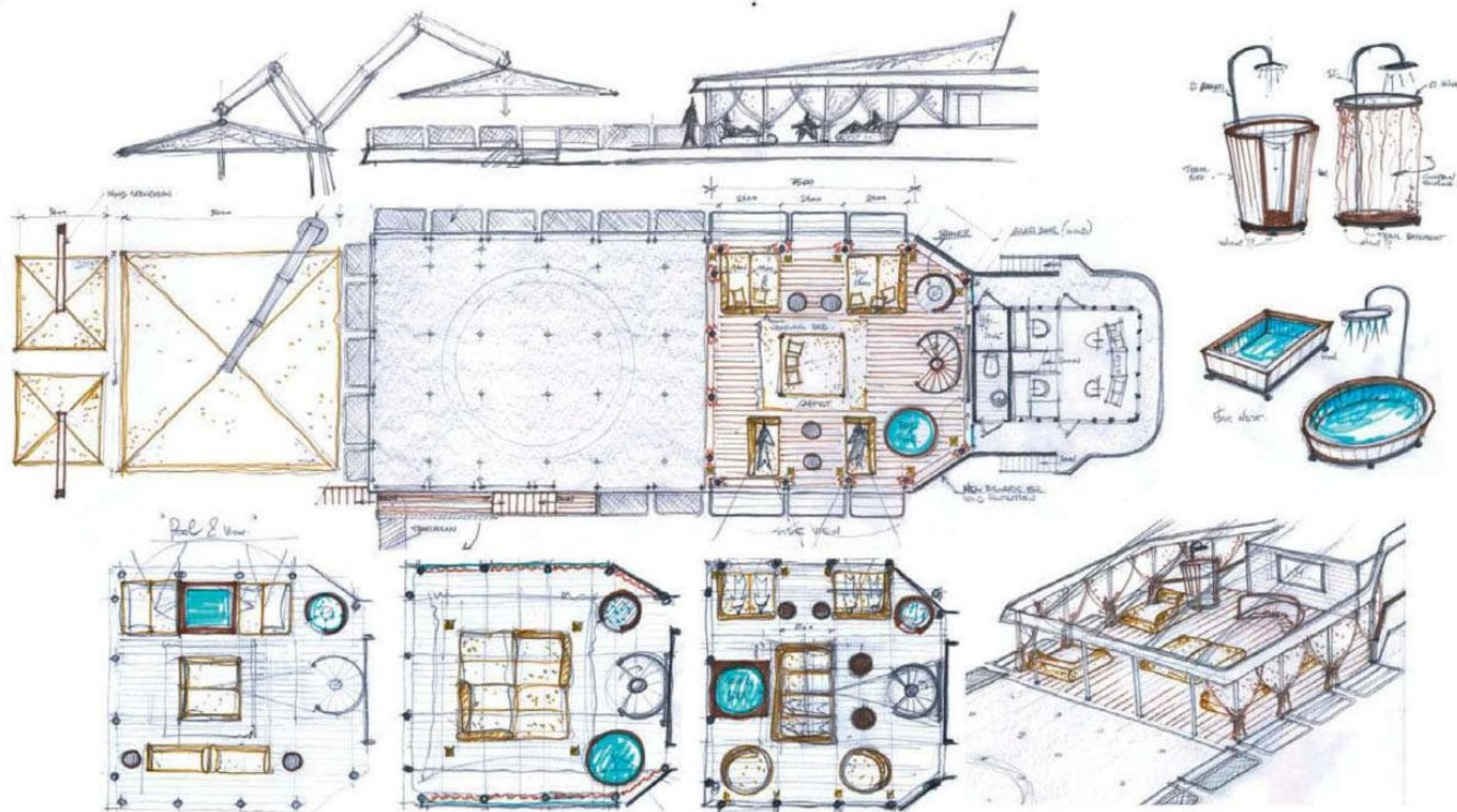




‘There is a **curtain** at the end of the **hangar**,’ Pastrovich
The owner has many **friends** and likes having people



explains, 'so the yacht has a public side and a private side, on board, but he doesn't want them in his private space'



When talking about 'The Boss', you can hear the respect and affection in Thomson's voice. 'When we first got the boat, she was really original, right down to the Shadow Marine title and telephone number painted on the hangar sides,' he says. 'It was decided to keep the hull colour, which is the same blue as you see today, but we got rid of the red inside the bulwarks and the gold stripe. While the crew still had paintbrushes in their hands, they gave the hangar a nifty blue and white paint job, as a sort of gesture to the boss.'

'It seems pretty amazing that the boat as you see it today is so recent, but in fact from the time the boss called in the designer, Stefano Pastovich, in September last year, to what you see now, took just nine months and the guys at

Monaco Marine were great,' he continues. 'The main engines were rebuilt, all new Caterpillar generators were installed, together with new electrics control panels and an Atlas shore power switching system, to name but a few!'

The 'what you see now' is truly astonishing. Two metres have been added to the stern, to better facilitate guests boarding the water toys. All of the hangar deck area has been laid with a wood-like finish over 3cm thick, which is tough and durable, but easy to keep clean. The hangar is a boat and furniture store, while the hangar top has been divided into a private space for the owner and guests, plus stowage for an 'iceberg' and a long blue and yellow inflatable water slide. Once these items are in the water, the space reverts to a helicopter landing area and the crew are trained in its operation. The part given over to the owner is a new structure supported on slim steel pillars, finished to resemble wood, with horizontal wood rails joining the tops, to which can be affixed linen curtains in fine conditions. Otherwise, clear plastic panels can be rolled down and zipped in place. This area has been decked teak and holly style, using African hardwood. By contrast, the forward bulkhead and a simple fold-out table are in plain golden teak, as are the cladding and rails for the spa pool in the after end.

A smoked glass door in the forward bulkhead opens on to a spiral stairway descending to the space once occupied



The African tent-themed upper lounge (above and left) features open sides and very soft linen curtains which move with the wind. Loose modular furniture makes for flexible seating and can also be arranged to form a bed. The sides can be enclosed using the types of clear screens common in French brasseries

On the outer **roll-down door** is a very accurate **rendering** of the **boat's** inside and the **inner** has a **monster face**, which the crew have rigged to breathe **smoke** and simulated **fire**



‘We only have **one problem**,’ her captain, Ross water, other boaters think we are a **commercial**



Pastrovich on the refit



‘She will be well used and has good functionality,’ says Pastrovich, ‘which gives a nice aesthetic. With function, 99 per cent of the time the result will be beautiful.’

For the new upper deck lounge, inspiration came from safari tents. ‘The client said he liked to sleep outside,’ Pastrovich explains. ‘It was a new cabin, where he wanted a degree of openness but also for the area to be enclosed if he wanted to sleep on board rather than going back to the mothership.’

Below, the hangar converts either to an informal, flexible lounge or to a full nightclub. ‘The ceiling fabric

is shaped like a wave,’ enthuses Pastrovich, ‘and while we were designing the space I thought, why don’t we have it so the whole ceiling slides aft outside? The owner liked the idea, so I called some companies who do stage systems for rock concerts, and they suggested using a tubular metal lighting rig on a sliding crane. So I contacted a company who builds the motors but they couldn’t do it in time – although it will be fitted at a later stage, which means that 16m by 8m – complete with side curtains – will slide aft making an outside disco.’

The aft deck was extended and reshaped to prevent noise from the water slapping against the hull, and with the hull extension came a spa pool in the aft starboard corner. ‘I had to be brave with that,’ says Pastrovich, ‘and many people asked if I was sure I wanted to do it. If you find a good client who trusts you, and it’s not expensive or doesn’t spoil the aesthetic, you can open people’s eyes.’

‘The refit was like building your own house,’ Pastrovich concludes. ‘We had to follow it every day! This was so quick, there was no time to think. It was a big challenge...’



Thomson, concludes. 'With **everything** in the **amusement park**. It's a bit **embarrassing...**'



With the tenders and toys in the water, the aft deck becomes a giant beach club complete with various bits of loose furniture and even rugs in case the decks become too hot. The next upgrade will be a sliding light and sound rig that will bring the nightclub out from the hangar to the aft deck for alfresco parties

by those mud tanks. As Thomson describes it, 'The boss always knew what he wanted and Stefano was good at interpretation, although we sometimes had to rein him in a bit. But the result is a full-beam space dedicated to relaxing.' A central area with sofas and a vertical-lift table is surrounded by glass fronted rooms offering sauna, steam, ice, rain shower and so on.

With so much more to discover, Thomson explains a few details. 'In Fort Lauderdale we did a couple of weeks basically checking machinery, then set off for the Med and wound up in Turkey. Nothing much happened there, except we installed a modern crane finished to look like a gun, which really tickled the boss. Then we ran around Sardinia and finally headed for Barcelona for the winter.' At this point, he indicates the outer and inner hangar doors which have been painted as murals. 'We found these two characters with Rasta hair who seemed to know what they were doing and that's it.' On the outer roll-down door is a very accurate rendering of the boats inside and the inner side has a monster face, which the crew have rigged to breathe smoke and simulated fire. This is for when the

hangar is rigged as a huge and authentic disco. 'All this time,' says Thomson, 'we were in original order, but the boss would come on board, look around, have a chat and a beer and fill his mind with ideas for things as they are now.' Thomson grins and adds, 'He calls us his "pirates" and knows we work hard and would do anything for him. He's a young guy with a youthful attitude and he does lots for us too.'

Referring to the day boat entertainment centre title he says, 'The boss tells us he's coming and we rig everything. Boats in the water, the iceberg, the waterslide, sofas, rugs on the aft deck – everything. The guests arrive, have lots of fun but, at the end of the day however long, everyone goes "home".' And the iceberg? 'That,' Thomson explains, 'is a floating climbing wall – everybody loves it.'

For such a remarkable transformation, from commercial vessel to party central, to have been completed in only nine months is some achievement. 'We only have one problem,' Thomson concludes. 'With everything in the water, other boaters think we are a commercial amusement park. It's a bit embarrassing...'

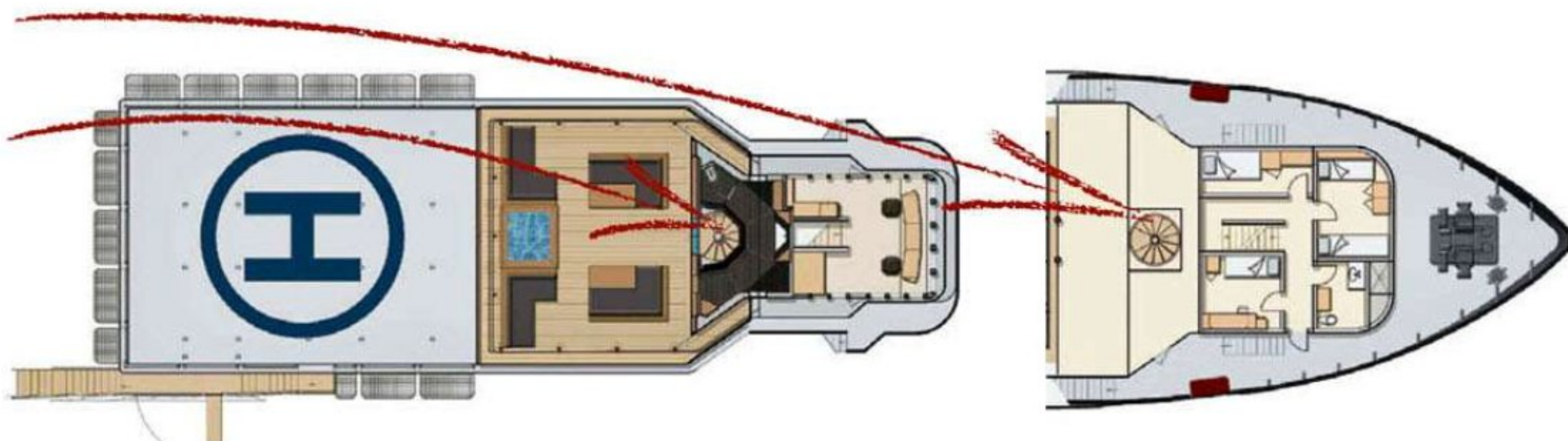


MYSTÈRE SHADOW

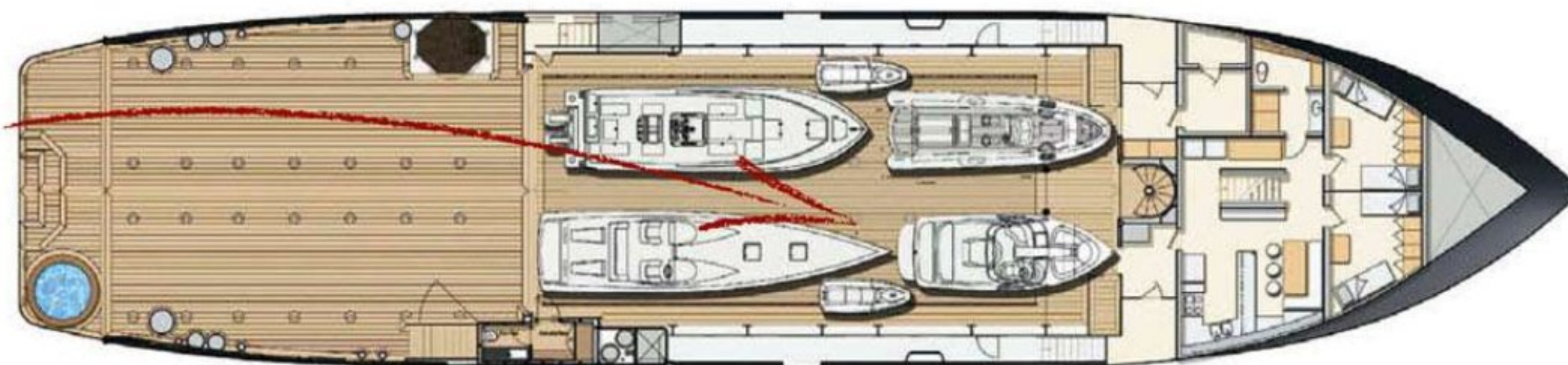
Along with stairs to the upper deck on the starboard side, a big addition was the 'safari tent' up top, an open, airy saloon that can double as an owner's sleeping cabin



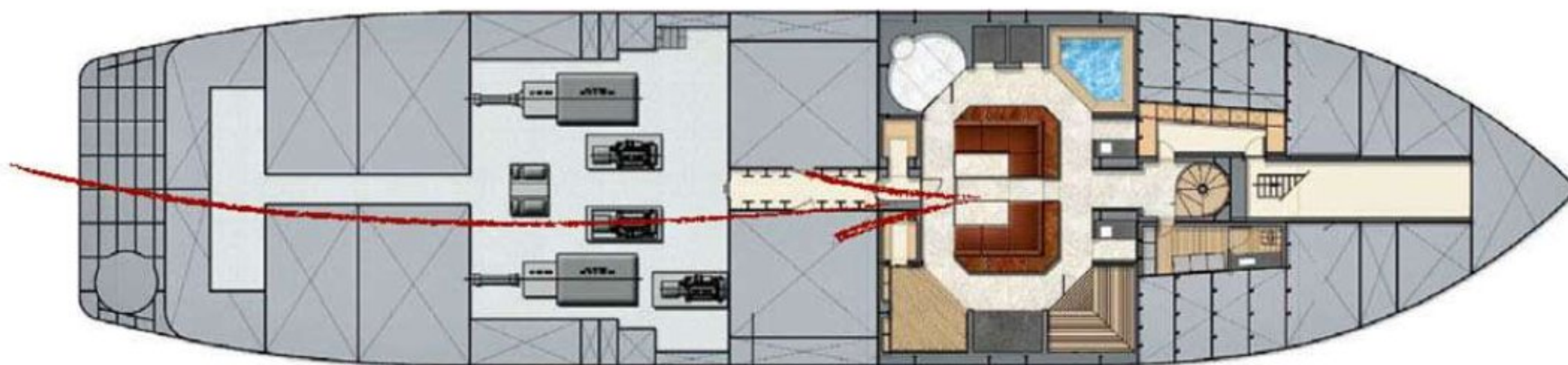
A new spiral staircase was added to link the various decks together. The crew and working areas remained untouched



The main hangar is a multi-purpose space, variously housing the panoply of tenders and toys, acting as a saloon and dining area, or converting into a cinema or a fully fledged nightclub



Removal of the mud tanks, and 80 tons of steel, meant that the lower space forward could be widened to form an open-plan spa



MYSTÈRE SHADOW Houma Shipyards / Monaco Marine

LOA 49.7m
Beam 11.58m
Draught 3.5m
Displacement 249T
Gross tonnage 831GT
Engines
2 x Caterpillar D398 TA,
615kW each

Speed (max/cruise)
10 knots / 10 knots
Range at 10 knots
6,500nm
Thrusters
Detroit
Generators 2 x
Caterpillar C4 @ 99kW

Fuel capacity
160,000 litres
Water capacity
20,000 litres potable
55,000 litres for
washdown etc
Owner and guests 2/NA
Crew 10

Tenders
1 x 11.6m Eliminator Eagle,
1 x 9.9m Contender,
1 x 8.5m Nautica Rib 28
Catamaran, 1 x 6.1m
Mastercraft X2, 2 x quad
bikes, 2 x jet skis, 2 x
SeaBobs, 2 x jet-powered
surfboards, 2 x Laser
sailing dinghies, other toys

Construction
steel

Classification
ABS

Original builder/year
Houma Shipyards/1981

Refit naval architecture
Robert McFarlane &
Associates

**Refit interior and
exterior design**
Pastrovich Studio
www.pastrovich.com

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WITH HER CHISELLED
LOOKS AND
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AREAS, THIS 36.4
METRE POCKET
EXPLORER FROM
TURKISH YARD
TANSU YACHTS
SEEKS TO
CHALLENGE THE
BALANCE BETWEEN
INTERIOR AND
EXTERIOR SPACES.
THE RESULT IS A
REVELATION

words: Tim Thomas
photography: Marc Paris

Nomade





'If a kid likes your design,' says Riza Tansu over lunch on the aft deck of *Nomade*, 'and if a kid understands it, then you are safe.' It may seem like an odd philosophy for a designer, but there is some logic behind his statement. 'When we are boys, we play with toys that have very honest design – trucks, diggers, guns – but then some people go kitsch,' he continues. 'If we keep in mind our own childish, simple brain we go the way of honest design.'

It is clear that Tansu is passionate about the subject. After graduating in industrial design, he set up a furniture design studio which he ran for six years, before opening a bar and restaurant in Istanbul whose décor reflected a second passion, flying – down to a 1952 Piper hanging from the ceiling. 'After five years my business partner and I sold up. I missed design, and started to think what I could do that would draw graphic, interior and industrial design together.'

He decided that yachts would be an interesting area to focus on, so he hired a shed, took on a lot of subcontractors, and built a 76-foot explorer type yacht, applying his own design skills to a hull developed for him by renowned naval architect Steve Seaton. In 1996 the boat was launched.

'In Turkey at that time people weren't familiar with the explorer yacht,' Tansu says, 'and she was the first dark-hulled yacht in Turkey.'

Two more 26 metre yachts – *Troy Explorer* and *Mrs Robinson* – followed under the brand name Troy Marine, along with the CV70 which brought to the fore the fusion of military and tugboat-like design cues to create a rugged hybrid yacht. After selling Troy Marine seven years ago, he set up another yard and continued to design and build



Her split-level aft deck is the perfect spot for relaxing in the shade or lying in the sun. With the tenders and toys launched, it becomes a beach club with parasols, stowed under the cranes when not in use, adding additional shade. The upper deck area feels something like an African tent





With her prodigious outside areas, there is a real sense that this yacht is much bigger than her 36.4m length would suggest. The bridge (right) benefits from not having to give space to an upper saloon, and the result is a superb area for running the yacht, socialising or working. The captain's cabin is located just aft of the bridge area



interesting yachts under the Tansu name. 'We are a very boutique operation,' he explains, 'and we only use the best. Our piping comes from Germany, for example, and the guy who does our electrics is the guy who did *Maltese Falcon*.'

It takes only the briefest of looks at *Nomade* to see that much of the DNA of the early military style design ethos has made it through to this new series, but there is far more to this 36.4 metre yacht than her angular looks and purposeful bow. Once again it is Tansu's design philosophy that makes this yacht so special. The main deck is dominated by a large covered outside seating and dining area that leads to a huge aft deck platform. This area, capable of carrying up to a 6.5 metre tender and all the toys you could possibly want, converts to a giant beach when the toys are launched.

'There is a balance between the interior and the exterior,' Tansu explains. 'I think we need a certain space to live and to accommodate guests, but you must think about the most comfortable surface area you can live in. I think that 300 square metres is enough. But when, for example, you get a six acre plot of land, you subconsciously think you should build a 48-room mansion. It's all wasted space. If you build a house with 300 square metres, you have space for a garage, a tennis court – a lot of auxiliary things that will enhance your life.'

On *Nomade*, gone is the upper saloon, replaced with a generous bridge complete with desk and seating area. Tansu and the yacht's co-owner decided instead to create a second outside area under a removable awning, complete



Her angular looks and high, near-plumb bow are distinctive; the overall length of the aft deck can be changed – her sister, *Ceylan* (launched 2010) is 1.2m shorter on the back end and has a totally different interior





with a multifunction daybed, served by an aft facing bar and pantry that also houses a DJ station to get the party going. Forward of the bridge there is a generous storage area – a spa pool had originally been planned here, but the owner decided that he didn't want one on *Nomade*.

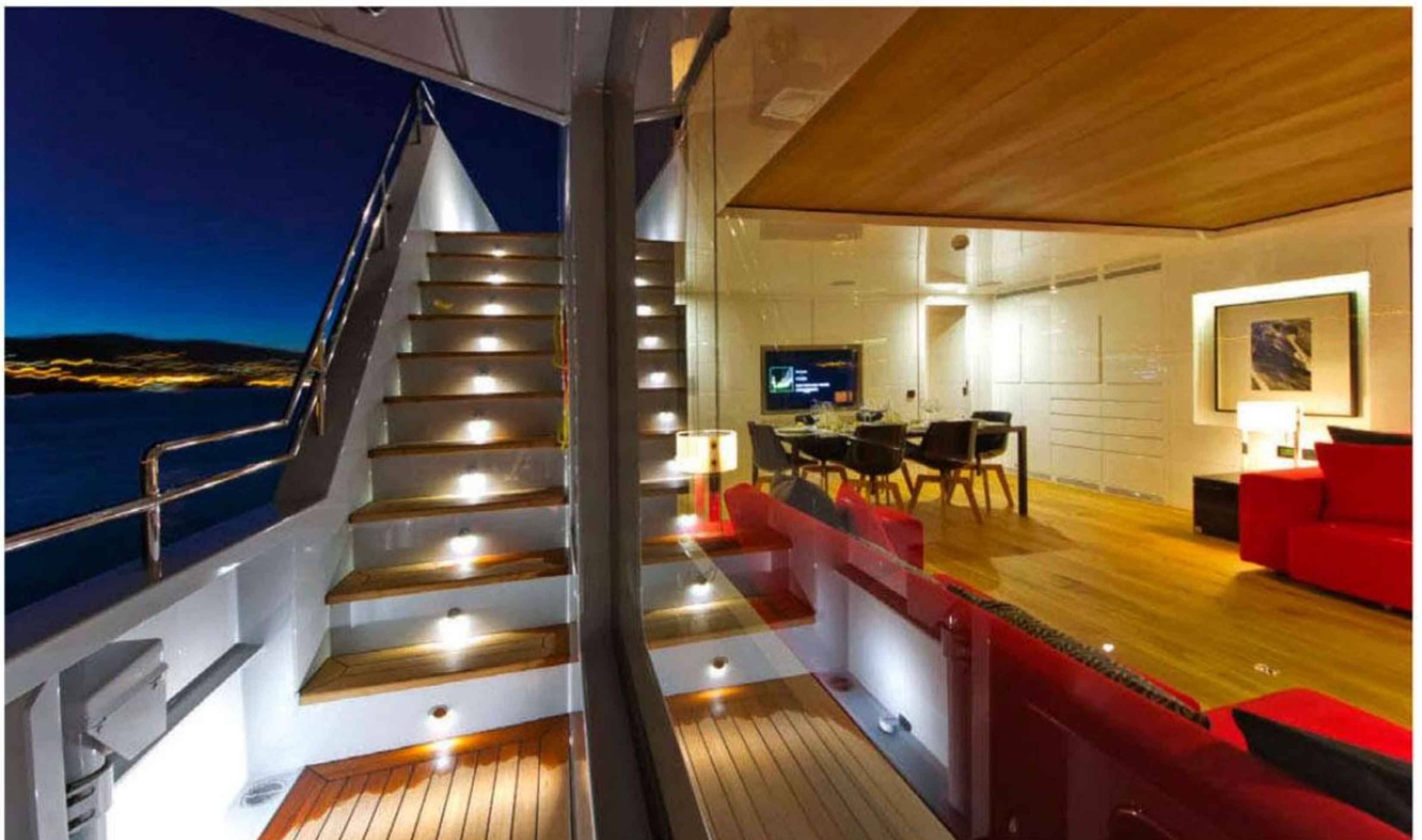
On the main deck, the saloon is simple and uncluttered with a television on the forward bulkhead and cupboards and drawers hidden in the paneling. To port, a wine cooler sits just before the galley entrance, and access to the forward, lower deck crew quarters lies through the galley itself. To starboard, a short corridor passes the stairs down to the guest cabins, and leads forward to the full-beam owner's cabin. The guest cabins themselves, one in each of the corners of the lower deck area, are comfortable, and

the whole is finished in white with oak used for the flooring. The overall sense is of a real beach house – clean, contemporary, informal and relaxed.

'It is the philosophy of this Mothership series,' Tansu continues, 'in that you have to decide what kind of living space you need, and what space for crew, cold rooms, storage etc, but otherwise it's all about beautiful outdoor alfresco space. What are you going to do with two saloons? Being inside is only a Plan B – unless you are living or cruising somewhere very cold. What's more, the design is based on a platform and therefore everything, right down to the length of the aft deck, is completely customisable.'

For *Nomade's* co-owner, Ahmet Avcioglu, the yacht struck a perfect chord. 'For the last 15 years I've been going to every boat show,' he tells me, 'and never quite liked any of the yachts on display. I like space and I like to be comfortable. The other yachts all felt too detached from the sea or they didn't look good.'

Ahmet's wife was a friend of Tansu, and one day while chartering another yacht, they saw one of Tansu's previous builds, the CV70. 'We went aboard and fell in love,' smiles Ahmet. 'But we wanted more elegant lines. We went to Riza's design office and saw some teaser drawings. I said I wanted a tug-style boat but with a more military look, and a light twinkled in his eyes. In a few minutes on a napkin, *Nomade* was born. Deck space was a pretty key thing for



us, as we love the Med and will keep the boat in Turkey in the winter where the seasons are longer. The interior is not extravagant, but I have everything I want, and while the cabins are not extremely generous, they have a nice feel and I think guests will be comfortable.'

Cruising with *Nomade* along the Côte d'Azur it is immediately apparent that her military explorer looks are not just aesthetic. Her hull, designed by Kerim Acar with the help of the naval architecture department of Istanbul Technical University, benefitted from considerable research and development, and she appears both seakindly and comfortable under way. Her twin engines drive through conventional shafts in half-tunnels, and at a cruising speed of 12 knots she is projected to have a range of around 2,200 miles. There is some noise on the aft deck while under way – the engine room vents exit through the deck pillars – but in the saloon, the cabins, or up top this is barely noticeable thanks to sound and vibration isolation from specialists Soundown. Furthermore, she is superb as a yacht for families, as the high bulwarks and wide sidedecks provide perfect security when cruising, while the connection between the aft deck seating/dining area and the watersports area mean that children can play in and around the water under the close supervision of parents and crew.

Nomade, then, is a fine pocket explorer. Tansu's design philosophy makes a lot of sense, and the level of finish is high – incredible considering her ballpark cost is in the region of just €9 million. Tansu has drawings for 45 and 49 metre versions, and after enjoying her expansive deck areas, you really do start to wonder whether this is the future – a layout that offers prodigious, relaxed deck space and enough of an interior to keep you comfortable. She looks and feels like a real little ship, while retaining the elegance that comes with function rather than form for form's sake. Indeed, it didn't take long for me to decide that I loved this yacht, and that I perfectly understood her design. She must have appealed to the kid in me...





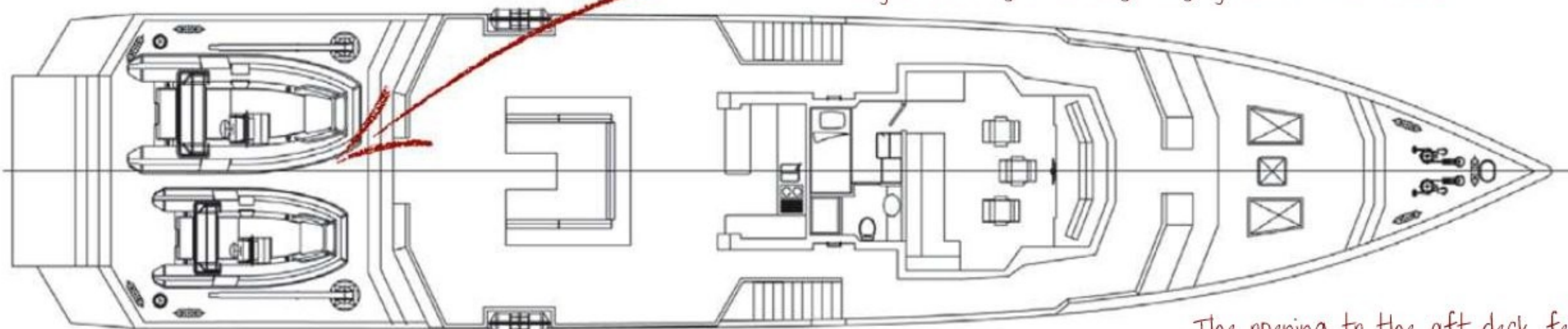
The main saloon and dining area (left) is comfortable and informal, while the generous main deck master cabin (above) has a forward en suite. Finish throughout follows a beach house theme, with a special hard epoxy paint used for the white panelling and oak used for the floors



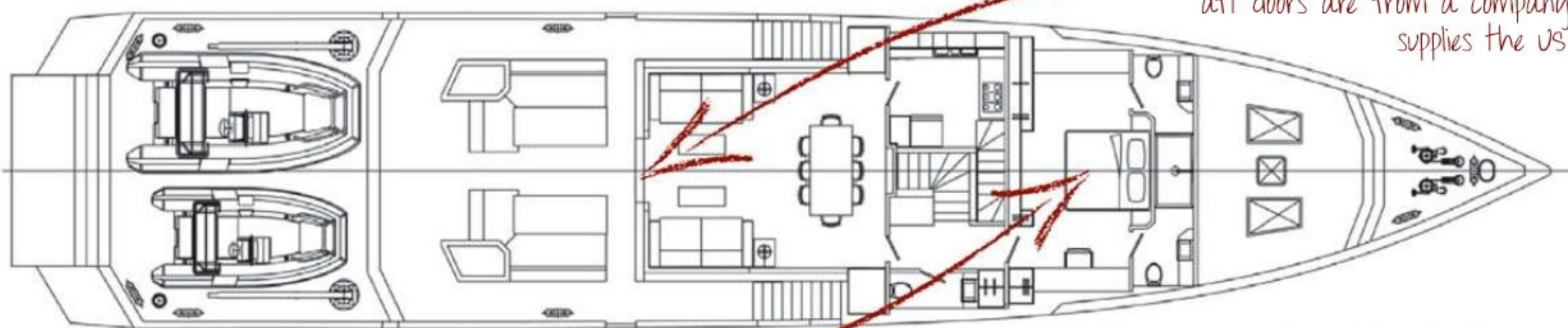
The four guest cabins, while not expansive, are comfortable and have a nice feel to them. White epoxy paint has been used for the panelling to help protect from knocks and scrapes. Far right: Riza Tansu with his son; both are avid waterskiers



The aft deck can carry a variety of tenders and toys, including a sailing dinghy and a 6.5m tender

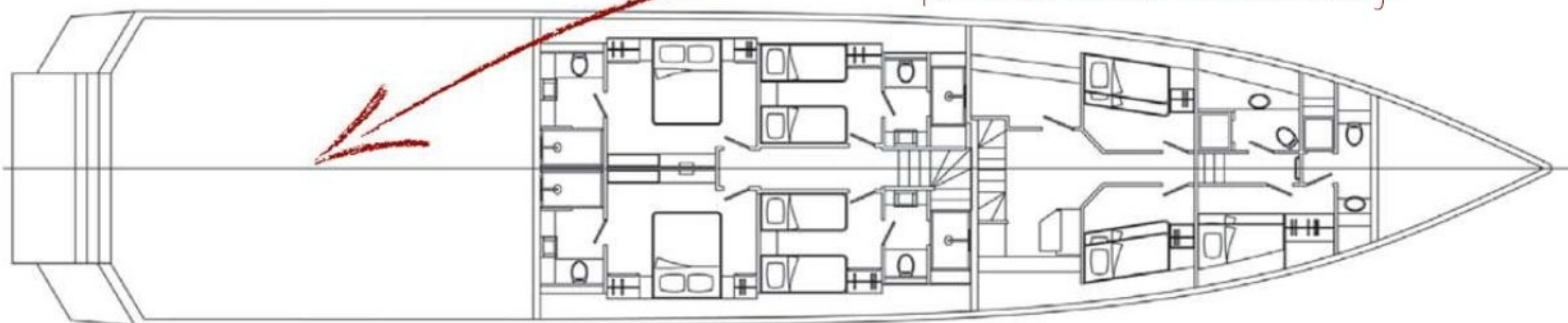


The opening to the aft deck features a sill to give a ship-like feel; the aft doors are from a company that supplies the US navy



The full-beam master suite is well-proportioned and offers views through large round ports each side

The good-sized engine room is located under the forward part of the aft deck, while the after part offers extensive additional storage



NOMADE Tansu Yachts

LOA 36.4m
LWL 35.19m
Beam 7.4m
Draught 2.6m
Displacement 220T
Gross tonnage 225GT
Engines
2 x 1,350hp Cat C32

Speed (max/cruise)
16 knots/ 12 knots
Range at 12 knots
2,200nm
Bowruster TRAC
Generators 2 x 50kW
Northern Lights
Fuel capacity
42,000 litres

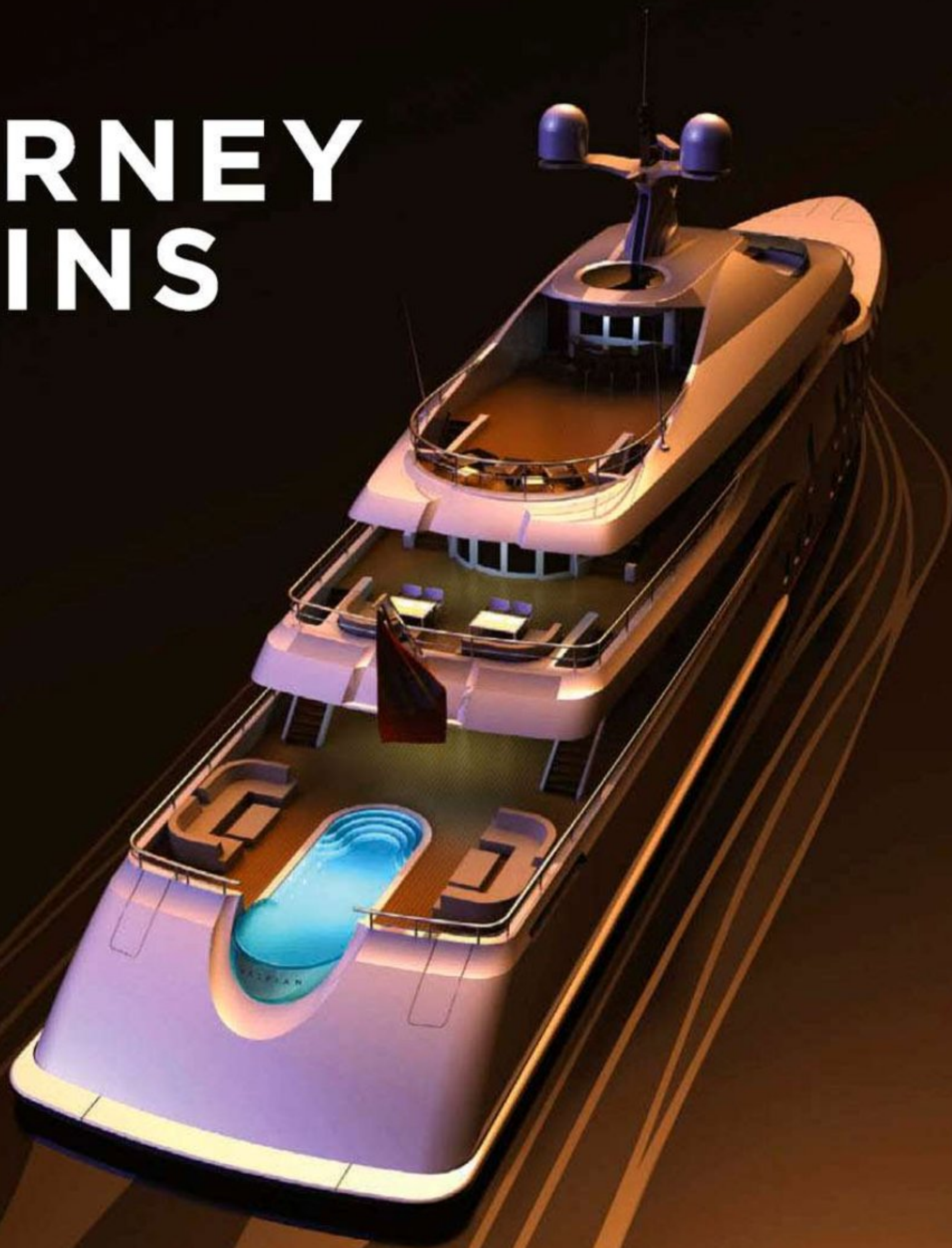
Freshwater capacity
12,500 litres
Owner and guests 10
Crew 7
Tenders
Up to 6.5m plus various
other toys
Construction
Steel hull, aluminium

superstructure
Classification
RINA Charter Class and
MCA LY2
Naval architect
Kerim Acar
Exterior styling
Tansu Design

Interior design
Tansu Design
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DOUBLES HOT



A THOROUGHLY MODERN
36 METRE TECNOMAR
PLANING YACHT BLENDS
A SEMI-CUSTOM BUILD
WITH A STUNNING ART
DECO INTERIOR

There is a natural symbiosis between boating and art deco. Art deco enjoyed its heyday at the same time as the great ocean liners enjoyed theirs. Much of the deco style of architecture reflects a western obsession with the glamour and speed of the ocean liners, and a stroll through somewhere like Miami's South Beach area will reveal dozens of deco buildings with ship-like features, from portholes to streamline motifs.

The 1920s and '30s saw a move away from the organic themes of art nouveau towards a more modernist style, embracing many of features of the new Machine Age. Ships such as the *Normandie* and *Queen Mary* were technological marvels that incorporated sleek, powerful lines with sumptuous deco interiors. But the Second World War and post-war austerity meant the end of art deco as a serious decorative movement.

Although considered kitsch in some circles, deco is nevertheless an enduring decorative theme, and it can be found everywhere from cinemas to superyachts. The designerati are generally not fans of a style that quickly moved from hand-made high-end French design to cheap mass-produced tat, but that hasn't stopped deco remaining popular. The purists may not like it, but the general public generally do. In recent years the superyacht world has experienced a bit of a deco revival, particularly in the semi-displacement sector where traditional buyers yearn for yachts with traditional looks and are happy to give their interior designers free rein to create lavish period interiors.

What is less usual is a modern planing yacht with a deco interior. When interior designer Ioanna Marinopoulos was asked to design the interior of a new Tecnomar 36 metre Velvet called *Doubleshot* it's unlikely that anyone can have imagined the result would be as dramatic as it turned out to be, because her designs required not only a delicious deco interior, but also some radical structural changes to the yacht.

The Velvet 36 metre is not a new boat, but *Doubleshot*

words:

Tom Isitt

photography:

Maurizio Paradisi/
Studio Paterakis







The unusual curved seating area forward on the bridge deck makes for a pleasant place to soak up the sun. Similarly, guests can dine alfresco on the partially covered aft main deck (above)

is the first of a new breed of Velvet 36s under Tecnomar's new management. Giovanni Costantino, chairman of Tecnomar, was a newcomer to the marine industry when he took over the company nearly three years ago, and he brought with him management from his previous life in the furniture business. The management have restructured and modernised most aspects of the business, and *Doubleshot* is the first boat off the line under this new management.

The owner of *Doubleshot* wanted something special for his new yacht and asked Marinopoulos to design a practical yet stylish interior. Trained in interior design in Athens, and with 15 years' experience under her belt (primarily with houses, but with four previous yachts already in her portfolio), Marinopoulos knows what she wants for her clients. 'I said to Tecnomar I wanted to design the boat,' she says. 'Not just the interiors, but also other aspects too.'

Those few things turned out to be fairly major alterations. For a start, Marinopoulos asked for the windows in the galley and on the accommodation deck to be enlarged and made openable. She also wanted the side windows on the main deck enlarged. 'For me, there is no point in having the side windows if you can't see

the sea when you sit down. I asked the factory to lower the bulwarks and also bring the bottom of the windows down to a lower level. Oh, and I asked them to remove the handrails on top of the bulwarks.'

The factory had serious reservations about how this would affect the aesthetics of the boat and the RINA classification. 'As a designer, I had to fight,' adds Marinopoulos. 'However, I am very pleased with the partnership with Tecnomar. From the outside the design looks much better, and gives the impression the boat is like a fish, with big eyes, and that's why the hull stripes are pulled up at the bow [compared with a standard 36 Velvet] to create a dynamic shape.'

At the stern, Marinopoulos decided she wanted a full-width set of steps down from the cockpit to the bathing platform, creating the sort of beach club area you find on much bigger boats. That wasn't a problem, but the total absence of guard rails anywhere at the stern means that the cockpit is completely open and uncluttered. It looks beautiful, and gives a spaciousness unmatched on any other 36 metre we've seen, but I suspect not everyone would be comfortable with the safety implications.

The radical changes wrought by Marinopoulos are not confined to the exterior, either. Changes to the interior



Art deco artefacts have been sourced from all over Europe and the US, but Marinopoulos has also included some of her own designs, including the saloon coffee tables, some of the handles and most of the lamps. The polished nickel strips between the floor boards are mirrored on the ceiling

include removing the interior spiral staircase up to the sun deck and replacing it with an external vertical ladder up from the starboard side deck. And one of the staircases down to the accommodation deck has also been removed, while the other has been repositioned to the starboard side of the wheelhouse.

This means there is no separate crew access to the galley and crew quarters – guests and crew use the same staircase to access guest bedrooms, the galley and the crew areas. This, combined with the fact that Marinopoulos has opted not to have a formal dining area on the main deck (there is a semi-private television area with two chaise longues where you'd expect the dining area to be) means *Doubleshot* has a very informal, family-oriented feel. 'I don't want to have a signature style,' says Marinopoulos. 'When I work with a client I prefer to be a psychologist and to create what he wants, a home he loves.'

This informality makes for a boat that wouldn't be suitable for chartering, but the up side is *Doubleshot* really feels like a friendly family boat. There is something







‘I don’t want to have a signature style,’ says Marinopoulos. ‘When I work with a client I prefer to be a psychologist and to create what he wants, a home he loves’



quite refreshing about the owner and his family eating in the full-width galley-diner, or out on the aft deck. And while it might seem strange to some people for the owner and guests to have to access the accommodation deck via the galley, it works fine and gives a homely feel to the yacht.

There are further galley facilities in the crew area, so most of the preparation can be done in there, and the meals served in the family galley-diner. For most of us the kitchen is the hub of the home, so why should that be any different on a boat? With its very large openable windows the galley-diner is quite unlike any you'd normally see on a 36 metre – instead it's light, bright and spacious. You get the feeling that this is not a yacht for show, it's a yacht for extended family holidays.

On the accommodation deck the anomalies continue. One of the twin cabins has been divided into a single cabin (with an additional Pullman bunk) and a laundry room for family and guests (there's a laundry area in the crew quarters, too). There is a children's cabin with bunk beds, two twin cabins for family/guests and a sumptuous master suite aft, but no VIP double. Again, this is a boat for family, not for trying to impress other people. There is a self-assurance about the decisions made that is both refreshing and impressive.

Having worked hard to make sure the structure and layout of the boat were as she (and the owner) wanted, Marinopoulos then turned her attention to the interior design. An art deco interior was what was asked for, and that's what Marinopoulos set out to provide. The colour scheme is black and white, and the deco details are everywhere – door and drawer handles, sofas and chairs, the coffee tables and the lamps.

Creating a deco interior without it looking kitsch or like a set from a Poirot movie is not an easy thing to





Creating a deco interior without it looking kitsch or like a set from a Poirot movie is not an easy thing to achieve, but Marinopoulos has pulled it off



The extensive use of black and white helps the interior feel cool. Marinopoulos has used colour in artwork and the owner's family photographs to break up the monochrome

achieve, but Marinopoulos has pulled it off. There isn't a slavish devotion to the style, and contemporary artworks add depth and texture to the interior. Indeed, these artworks show that there is a playful and humorous side to the owner. The delightful detailing is everywhere, and it is clear that Marinopoulos's attention to detail is relentless.

As you walk through this yacht you are struck by several things. The light is the first thing. Earlier Velvet 36s have tended to be quite dark inside, but the changes to the windows on both decks mean that *Doubleshot* is flooded with natural light. Everywhere you look there are shimmering reflections of the sea, and with the windows open you get a real sense of being part of the landscape rather than being insulated from it. The predominantly white colour scheme helps to emphasise the brightness and feeling of space. Indeed, you constantly have to remind yourself that this is only a 36 metre, and not 40 plus.

The unique layout of this yacht, with its lack of formal dining area and its galley-diner, gives a wonderfully relaxed feel to the boat. This is a yacht so clearly designed to be a comfortable and friendly place for a family to spend time together, and the informality of it is so

refreshing. It isn't a boat that would suit everyone, but for the owner and his family it is exactly the boat they wanted.

Despite the yard's initial reluctance to make changes to the Velvet 36, some of them have now been incorporated into the standard model and will be offered to all clients. The bigger side windows on the main deck are a triumph, offering fabulous views out over the water, and the beach club stern is a wonderful way of bringing together those in the cockpit with those on the bathing platform.

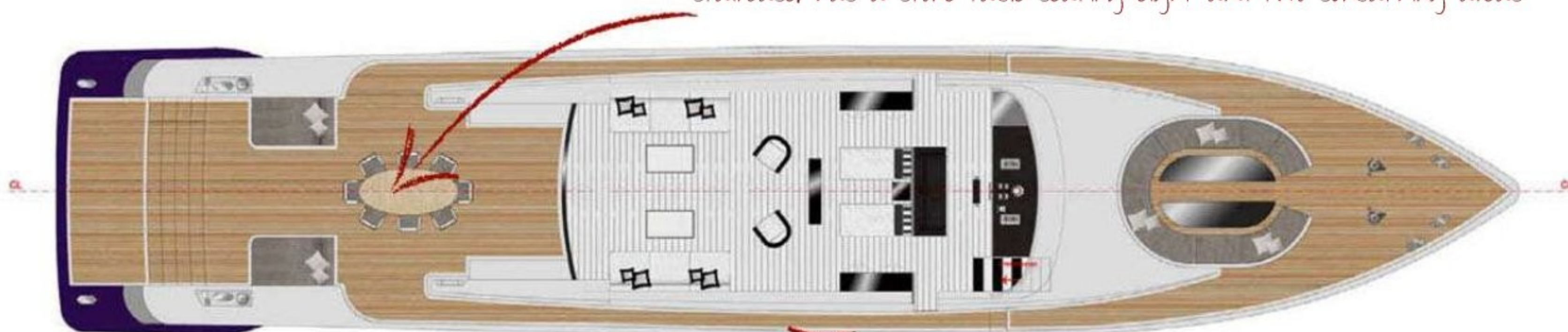
Not many people will go as far as to move staircases around, nor will they necessarily want to, but the yard's willingness to accommodate a client and his designer is to be commended. At times they may have been nervous about the changes being made, but the fact that some of those changes have been adopted for subsequent 36s, and the new planned 42 metre, shows Tecnomar's new management are prepared to listen.

Doubleshot is a unique and highly individual yacht, combining a delicious deco-style interior with a layout specifically tailored to the owner's needs. The attention to detail, the informality, and the functionality of the yacht belie its relatively modest size and the finished result is light, bright and joyful.





The open aft deck, accessed from the transom by a full-beam staircase, has a stone table seating eight and two sunbathing areas



The lowered gunwale and large saloon windows provide great views and a bright interior

The full beam master suite includes a large en suite and walk-in wardrobe



DOUBLESHOT Tecnomar

LOA 36.5m
LWL 31.27m
Beam 7.3m
Draught 1.2m
Displacement 117 tonnes
Gross tonnage 186GT

Engines
2 x MTU 12V 4000 M90
Speed (max/cruise)
32/28 knots
Range at 12 knots
960nm
Bowthrusters
15kW electric

Generators
2 x Kohler 33kW
Fuel capacity
11,000 litres
Freshwater capacity
4,000 litre
Owner and guests 10
Crew 5

Tenders
3.2m Williams jet-RIB
Construction
GRP
Classification
RINA C Hull, MACH Y
Unrestricted

Naval architect
Tecnomar Technical Dept
Exterior styling
Ioanna Marinopoulos/
Tecnomar
Interior design
Ioanna Marinopoulos/
Tecnomar

Builder/year
Tecnomar
Via Massa Avenza 85,
54100 Massa,
Italy.
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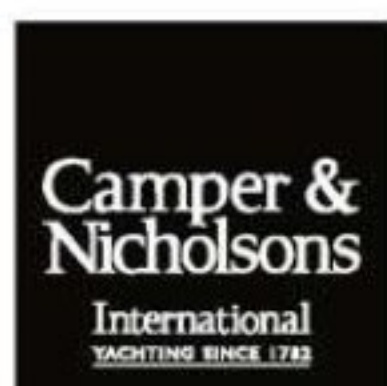
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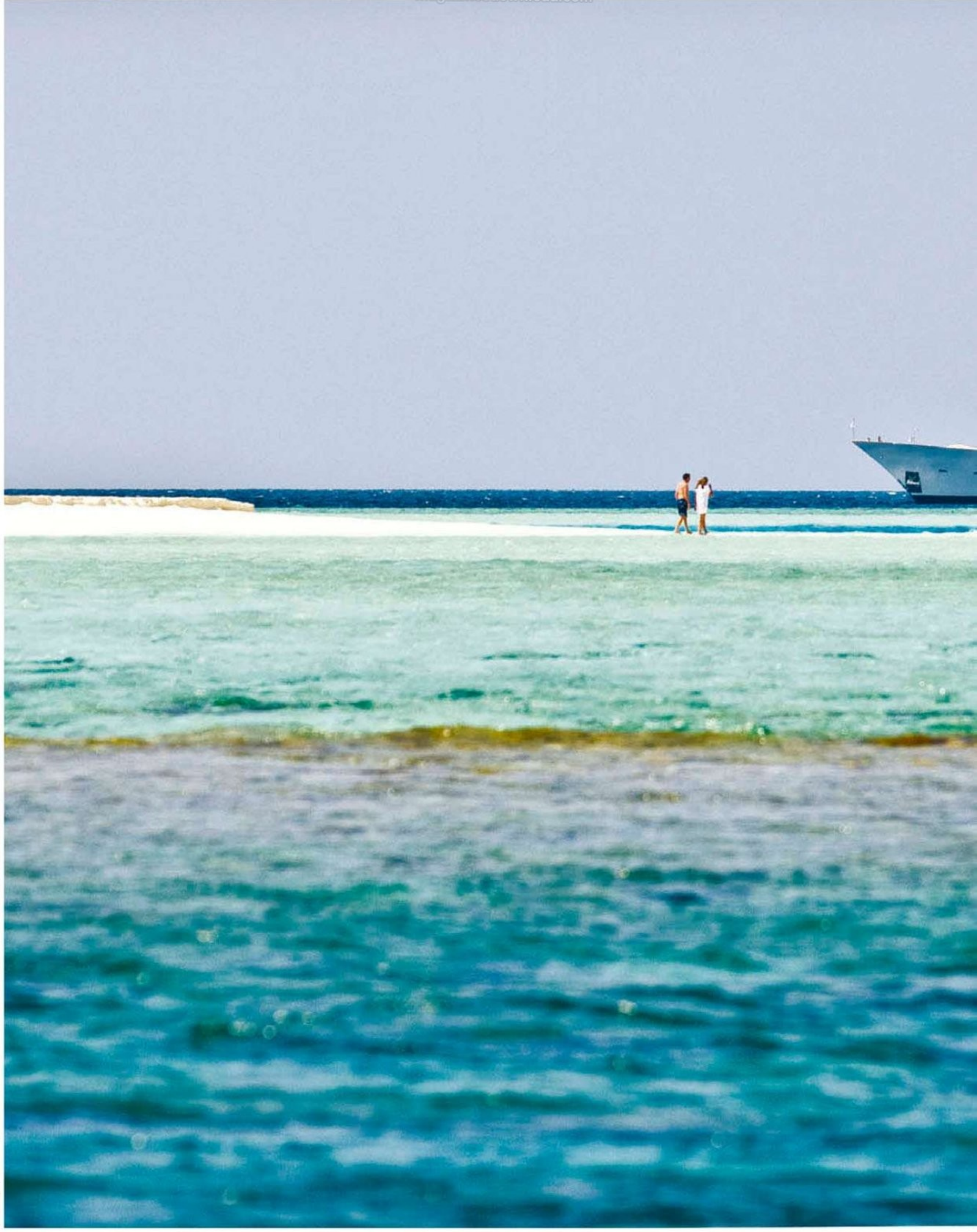


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OCEAN TRAVELLER



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Editor's choice of
charter boat



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charter market



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Brokerage news
round-up

MARKET INTELLIGENCE									
MONTHLY CHARTER RATES (USD)					BROKERAGE FEES (USD)				
Yacht	Size	Rate	Broker	Commission	Yacht	Size	Rate	Broker	Commission
1	1000	10000	ABC	10%	1	1000	10000	ABC	10%
2	1200	12000	DEF	12%	2	1200	12000	DEF	12%
3	1500	15000	GHI	15%	3	1500	15000	GHI	15%
4	1800	18000	JKL	18%	4	1800	18000	JKL	18%
5	2000	20000	MNO	20%	5	2000	20000	MNO	20%
6	2200	22000	PQR	22%	6	2200	22000	PQR	22%
7	2500	25000	STU	25%	7	2500	25000	STU	25%
8	2800	28000	VWX	28%	8	2800	28000	VWX	28%
9	3000	30000	YZA	30%	9	3000	30000	YZA	30%
10	3200	32000	BCD	32%	10	3200	32000	BCD	32%

240

Market analysis
and intelligence



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Navigating the
Maldives on board
Golden Compass

Maldives

Golden Compass in the Maldives

words and
photography:
Jim Raycroft



TWENTY PER CENT OF ALL THE COUNTRY'S VISITORS MAKE THE LONG JOURNEY TO THIS FAR-AWAY STRING OF ISLANDS FOR THE WORLD-CLASS DIVING



Malé, capital of the Republic of Maldives, sits in a tiny coral atoll barely poking above the surface of the Indian Ocean. It's half a world away from the start of *Golden Compass's* globe-encircling trek, which began 16 months earlier in Fort Lauderdale, Florida.

Since I was last aboard the yacht on the Amazon River, she has crossed the Atlantic Ocean and called on a vast number of ports throughout the Mediterranean and Adriatic Sea. Following a brief stay at Herzliya near Tel Aviv, Israel, she transited the Suez Canal, hosted some memorable diving

in the Red Sea and picked up a security detail to travel through the Gulf of Aden, the Arabian Sea and into the Indian Ocean, making her way south to the Maldives.

This Maldives leg of the trip is all about diving. With 20 per cent of all the country's visitors making the long journey to this far-away string of islands for the world-class diving, I am sure not to be disappointed.

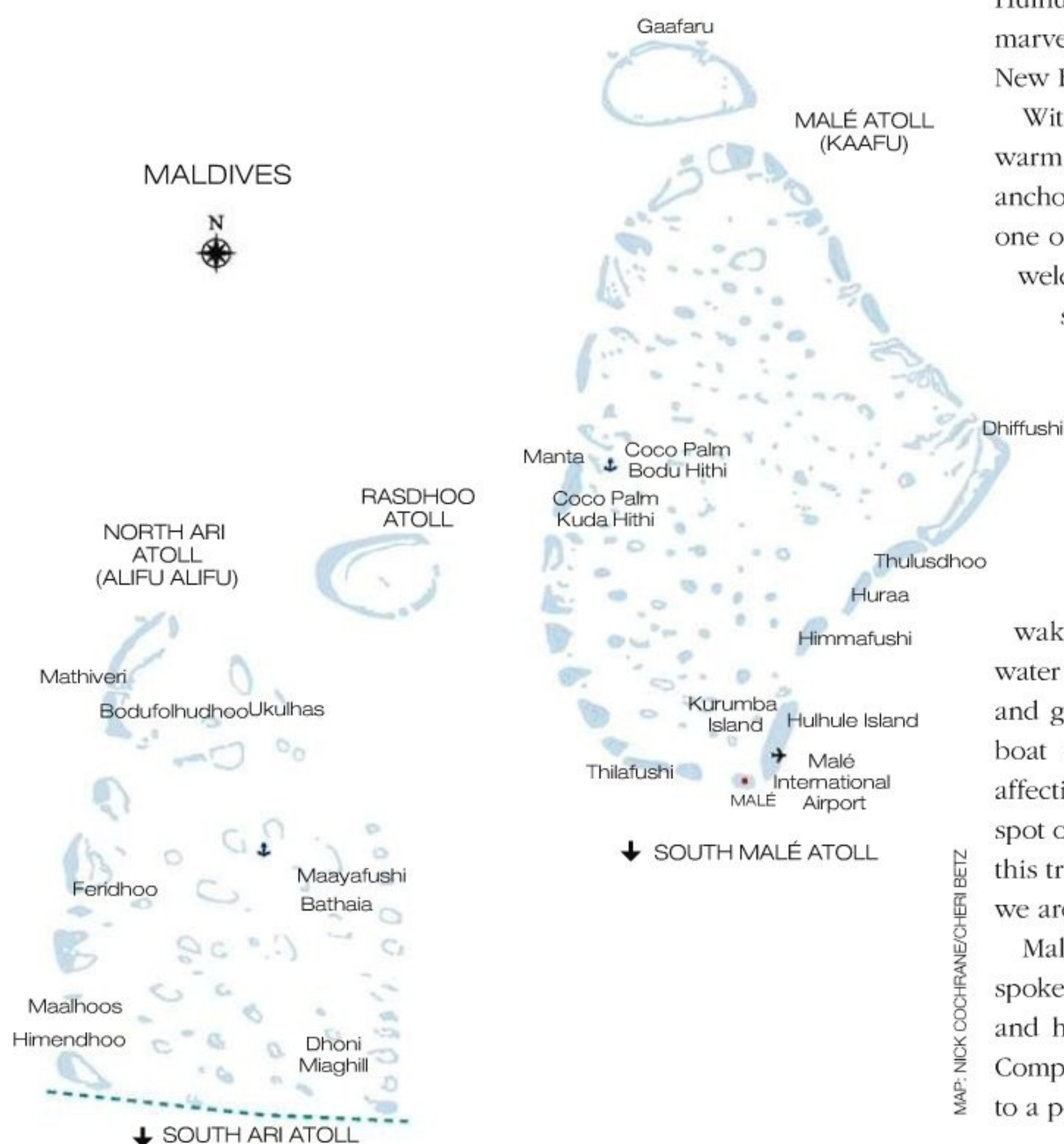
After 18 hours in the air with a change of planes in Dubai, my Emirates flight touches down at Malé International Airport, which is located on Hulhulé Island. Met by *Golden Compass's* captain, Luis Nunez de Castro, I marvel at how the warm tropical day stands in sharp contrast to the harsh New England weather I have just escaped.

Within minutes, *Golden Compass's* Nautica tender is speeding across the warm, colourful Maldivian waters, whisking us to the mothership anchored a couple of miles away off the private resort island of Kurumba, one of 80 such resorts islands dotting the Maldivian archipelago. After a welcome-back greeting from the owners and crew and a light snack, I settle into the VIP cabin.

In the late afternoon we tender over to the Kurumba Maldives island resort for a sunset drink on the beach. Standing on powder-soft sand, knee deep in the calm tropical sea, we discuss the plan for the week over fruit-laden rum drinks from the beach bar and watch the sun hit the surface and melt into a red glow while distant lights appear all around.

Morning comes mighty early with a nine-hour time difference; I wake up at 6am and arm myself with coffee and a camera. Dozens of water taxis, ferries, fishing and cargo boats motor past my lens – coming and going in all directions. Truly a 'water world', everything moves by boat in the Maldives. Breakfast is served on the main aft deck, affectionately nicknamed 'the office'. I had spent days in this comfortable spot on the Amazon trip – covered but open to the view and breezes. On this trip it will also become the staging area for the many dives, but first, we are off to explore Malé on one of *Golden Compass's* two tenders.

Malé is the centre of the Maldivian universe. Although English is widely spoken, the official language is Dhivehi, which is closely related to Arabic and has been influenced by French, Persian, Portuguese and English. Comprising 1,190 coral islands, the Muslim nation of the Maldives is home to a population of approximately 395,000, of which 136,000 squeeze into



MAP: NICK COCHRANE/CHERI BETZ



the five square kilometres of Malé. The demand for housing and commerce has driven development to the very edges of the island, which is blanketed from shore to shore with buildings rising as high as 10 stories. The nation's remaining population is spread out over 200 islands.

We hop off the tender at the town dock adjacent to the market. It is packed with local wooden boats unloading crates of mangos, bunches of green bananas, tubs of fish, household appliances and building materials. The entry port at Malé is the clearinghouse for food and materials bound for the outer islands. There are no farms or factories – everything but fish is imported. On the dock there was no shortage of fresh fruit. Looking at a huge tub of fresh mango, Captain Luis asks, 'How much?' The reply, 'Free mango today,' is hard to beat.

Exploring Malé doesn't take very long. Malé proper doesn't contain much in the way of tourist attractions – most visitors never set foot on the island. After making our way through the incredible fish market and narrow streets, we hail a cab and tour the island's perimeter.

By the time we finish our exploration and arrive back at the dock, the captain has completed negotiations with a PADI-certified divemaster, Niyaz (pronounced knee-oz) Mohamed. Niyaz hails from Laamu Atoll, south of Malé and near the equator. Before starting his own dive/guide business, he worked for 12 years with a Four Seasons Resort, gaining the skills that put him at the top of his field today.

Back aboard *Golden Compass*, Captain Luis plots the course to several special dive sites with the aid of our dive guide's extensive local knowledge. Niyaz joins us on the bridge aft deck for dinner and some fascinating conversation about his life and experiences in the Maldives and the variety of sea life we will observe on the dives to come.

The next day begins with another colourful sunrise opening another beautiful day. *Golden Compass* weighs anchor at 9.30am bound for Rasdhoo Atoll by way of Bodu Hithi island and the Kithi Kandu passage at the west edge of Malé Atoll, two hours' steaming time from Malé. Somewhere in between, we stop to snorkel with manta rays. Sharing this spot of



A diver's dream, the Maldives is known for its rich aquatic ecosystems, notably the 200 types of variously coloured coral and 300 species of fish, including manta rays, left, and sharks, above – but Maldivian life above sea level is just as colourful, right



We stop to snorkel with manta rays. Sharing this spot of ocean with these majestic beasts is surreal. They glide solo and in formation a few feet from the surface and turn, their gigantic mouths gaping as they swoop through the plankton



In the Maldivian capital Malé everything but fish, above, is imported and the docks, below, are packed with crates of fresh fruit. Further afield, intrepid divers can swim with hammerhead sharks, in the channel between Rasdhoo and Kuramathi islands, left

ocean with these majestic beasts is surreal. They glide solo and in formation a few feet from the surface and turn, their gigantic mouths gaping, as they swoop through the plankton. Unbothered by our presence, they circle and come within inches of us, their huge wing tips flapping up and down in slow motion. This incredible scene goes on for half an hour and is the highlight of my underwater experiences to date.

Back underway, we pick our way through much reef and drop anchor at sunset off a pristine sandbar that seems to stretch to the horizon.

Gathering on the aft deck at 5.45am the next morning, we meet Niyaz and the deck crew who have prepared our dive gear. We pull on wet suits for a dive in the blue channel between Kuramathi and Rasdhoo islands. Loaded into the Nautica tender, we head out with Niyaz in the pre-dawn glow for a reef dive rendezvous with some hammerhead sharks. I have to be honest – there are some things I like to do in the dark, but diving with large predators isn't one of them. After a few minutes bobbing around adjusting my dive gear, I am not able to achieve a comfort level sufficient to embrace the 33 metre descent, so I head back to the tender, heeding the advice of Martin Sheen's character Captain Willard in *Apocalypse Now*, 'Never get out of the boat – absolutely damn right! Unless you were goin' all the way.' Hanging out on the tender, I am treated to a dramatic sunrise. As it turns out, the hammerheads are otherwise engaged this morning. I only miss some grey sharks and a big tuna.

Back on board *Golden Compass* at 7am, we are greeted with hot coffee – now this was a welcome wake-up call. Next, we tender over to Veligandu Island Resort, a picture-perfect Maldivian hideaway where the reception lobby has a floor of beach sand and the thatched-roofed guest quarters on stilts stretch out into the lagoon like a string of pearls. Returning to *Golden Compass* we spot another group of manta rays to swim with in the Kuramathi channel.

Kuramathi island, home to the Kuramathi Island Resort, is five miles long and positioned across the channel from Madivaru, a small island with a sandbar that goes on for kilometres at the reef's edge. The



The sand is littered with beautiful bits of coral brought in by the tide and bleached white by the sun; it's as though a delivery of coral gems bound for an upscale gift shop was deposited on the beach for us to discover

afternoon dive in the channel has us down to 27 metres, then slowly working our way up along a ridge. The abundance of sea life on the reef is startling. We find ourselves surrounded by all kinds of tropical fish – many I have seen before but never so large or plentiful. A big leopard moray eel (a first for me) keeps a close watch as we pass its den.

Another amazing day on and under the Indian Ocean and I'm getting quite used to living in a wet suit. Up on the sun deck with a glass of vintage red, I gaze into the clear night sky with stars so bright they have that reach-out-and-touch-them feeling.

The sun is just edging over the horizon the next morning as Captain Luis, Niyaz and I are rolling off the Nautica and dropping down along the reef wall to a depth of 31 metres. Drifting with the current, moving along with the mass of tropical sea life is effortless. With the sun slowly rising, its rays beginning to penetrate the depths, we spot a couple of dogtooth tuna and grey reef sharks. Later, on the return run from Kuramathi, we head around the reef and glimpse *Golden Compass* riding at anchor in the clear, turquoise water while a couple of our group take the opportunity to explore the sandbar at midday. It should be noted that Maldivian sand is some of the finest in the world, as soft and smooth as it gets.

By 2.30pm *Golden Compass* is on the move again, heading for North Ari Atoll. Careful navigation and lookout are essential in this area due to so much reef reaching up to the surface, ready to snag the unwary. With the highest elevation in the Maldives only two metres above sea level, navigation here is based pretty much on what you don't see. A great amount of the beauty of this place is underwater. We arrive at North Ari Atoll in the afternoon to drop the hook between two horseshoe-shaped reefs. With nine metres of water under the keel we are seemingly in the middle of nowhere, but Niyaz knows exactly where we're going.

The next day dawns clear and calm with no wind. Today we are treated to a dive at an unnamed rock in the middle of the deep blue Indian Ocean that the locals call Hafsaa; it's unmarked on the charts, so we find



The Maldives is dotted with luxurious island resorts, left, which non-boaters can access by seaplane, top. But those who eschew land-based lounging can look forward to some excellent diving with the help of a local guide, above, as well as the freshest of tropical fruit, right, when stocking up stores from the market in the capital Malé





it by GPS coordinates. We dive around the rock down to about 30 metres; the sea life is plentiful: grey reef sharks, dogtooth tuna, sting rays, eagle rays, bat fish, grouper, snapper and walls of sardines.

Following the dive, *Golden Compass* moves a couple of miles to anchor off a sandbar right out of central casting. The local rule for naming islets is 'no trees, no name'. There is no green growth of any kind on this tiny pristine beach that barely breaks the surface. With few beachcombers passing this way, the sand is littered with beautiful bits of coral brought in by the tide and bleached white by the sun; it's as though a delivery of coral gems bound for an upscale gift shop was deposited on the beach for us to discover.

At midday, we're off in the tender to nearby Bathala Island Resort to refill the dive tanks and take a stroll. A belt of beautiful sand encircles Bathala with little waterfront huts placed just off the beach in the shade of coconut palm trees. We walk around the entire island at a slow pace in just 20 minutes. A very quiet and relaxed place, Bathala has more guests asleep on their loungers than engaged in upright activities. The majority of visitors to the Maldives come from Italy, Germany and England, though the Japanese are coming in increasing numbers, as are those living and working in Dubai. Waiting for the dive tank refill, we enjoy a round of drinks served in the resort's open-air lounge.

On a final afternoon dive Niyaz leads us through even more submerged natural beauty. We add turtles and lionfish to our sighting list.

The sun drops lower and we are delivered ashore by tender and jet ski to a snow-white sand spit that curves away and disappears into the reef. The crew have been busy setting up tables and chairs while the chef prepares another fabulous meal, this time a barbecue featuring scallops with basil tagliatelle followed by grilled chicken breast with parmesan risotto and carrots, ending with white chocolate mousse. The glow of tiki torches leads the way up the beach to the dining table. We're miles from anywhere in the middle of the Indian Ocean under a ceiling of stars and a full moon, with vintage wine, great company and, riding at anchor 90 metres away, a glowing kumatage across the water, *Golden Compass* – the means to this incredible end.



FACT FILE Maldives

words: Jim Raycroft

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GOLDEN COMPASS

The four-deck motor yacht *Golden Compass* sleeps 12 guests in six cabins. She measures 46m, with a 9m beam and a 2.6m draught. Her two Caterpillar D398 engines offer a cruising speed of 12 knots and a maximum speed of 13 knots. The main saloon features a large bar, entertainment centre and game table. The exterior decks offer a spa pool, bar, extensive sun pads, gym equipment, plus an alfresco dining area on the main deck. *Golden Compass* carries two tenders and toys including Waverunners, kayaks and waterskiis. She can be chartered through International Yacht Collection.

PAPERWORK AND FORMALITIES

A valid passport and an onward or return ticket are required for entry. When clearing in visitors receive a 30-day visa for free (no prior arrangements required), but must obtain a cruising permit before exploring the archipelago by yacht. To save time it is advisable to arrange this before your boat arrives, via an agent. To cruise for longer than 30 days you must extend your visa and your cruising permit in Male. Yachts can clear in (and out) at Uligamu in Haa Alif Atoll, Hithadhoo in Addu Atoll and Malé. A cruising permit can be obtained at any of these ports.

FEES

The services of an agent (who will arrange customs, port authority and quarantine checks, plus give advice) cost about \$175 for a trip of two weeks, including government fees. A 30-day cruising permit costs about \$200. There is a GST tax of 3.5 per cent on all goods and services provided to tourists by resorts and tourism related businesses.

WEATHER

The Maldivian climate is tropical and temperatures range between 22°C and 33°C all year round. The dry season runs from January to March and the wet season from mid-May to November. Humidity is high, but cool sea breezes make it feel less so. Annual rainfall averages 2,540mm in the north and 3,810mm in the south.

GENERAL INFORMATION

The currency is the Maldivian Rufiyaa (MVR) and the official language is Dhivehi (but the US dollar is widely accepted and English is widely spoken). The Maldives has a population of about 395,000 of which 136,000 live within the 5.7 square kilometres of the capital Malé. There are about 200 inhabited islands and 90 islands developed as tourist resorts.

GEOGRAPHY AND NATURE

The Maldives is made up of 1,190 coral islands in 26 ring-shaped atolls. The archipelago is spread over 90,000 square kilometres of the Indian Ocean, near the equator. It is the lowest country on earth, with 80 per cent of the nation's 1,200 islands less than a metre above sea level.

The reefs around the islands protect them from the wind and waves of the surrounding oceans. The number and structure of these reefs and their channels makes navigation almost impossible for those without sufficient knowledge of the waters.

The Maldivian depths contain about 200 types of coral and about 300 species of fish, and seven of its marine species have never been found anywhere else.

A local guide is invaluable for those who want to get the most out of this incredible diving location – *Golden Compass* used Niyaz Mohamed.

SAFETY

Avoid touching, coral fish or shells. Don't swim too far from the reef that surrounds an island, or from the boat on snorkelling trips. Surf breaks on coral reefs can leave the inexperienced cut and grazed or even knocked unconscious – all but pros should avoid them.

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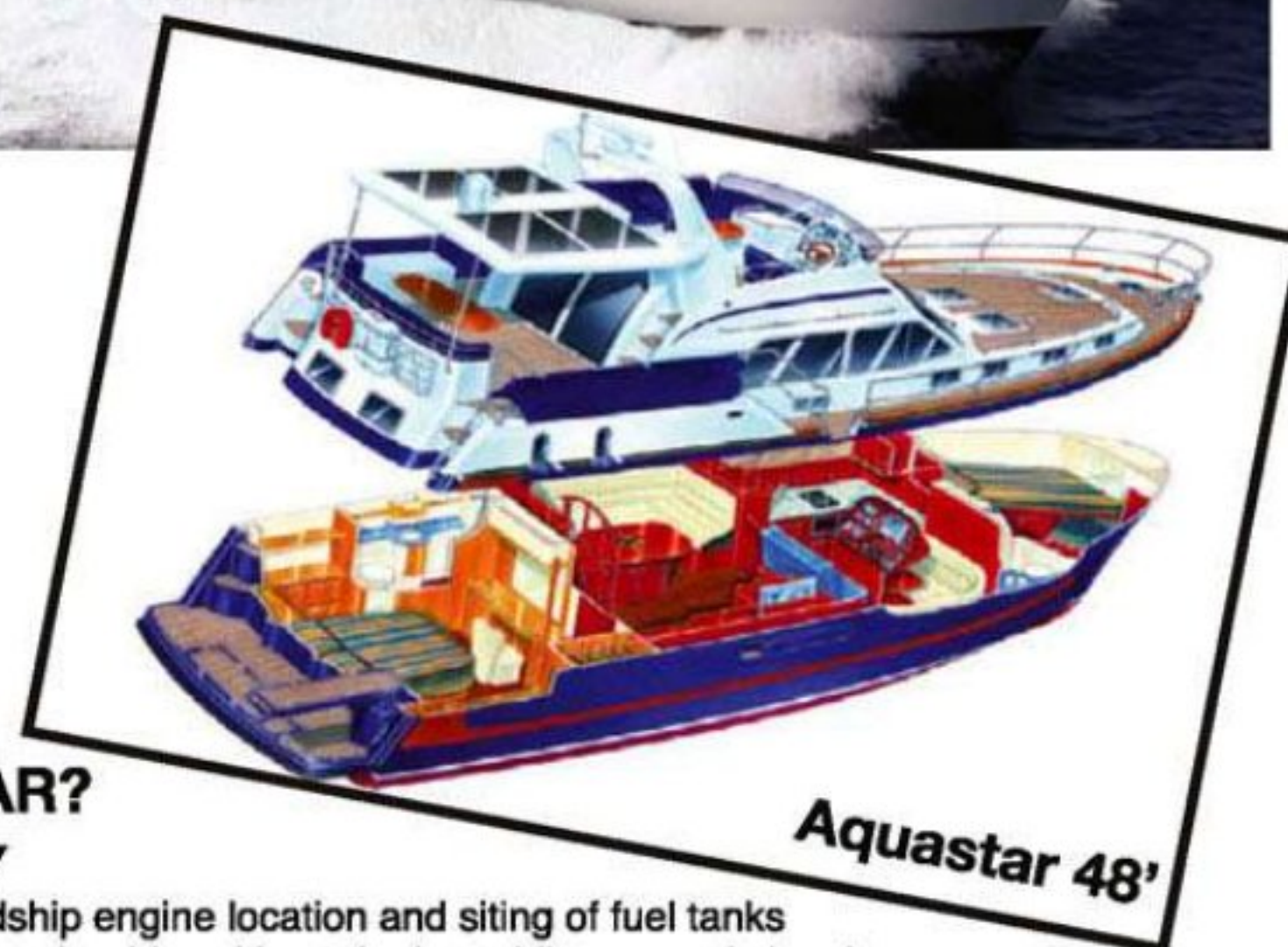
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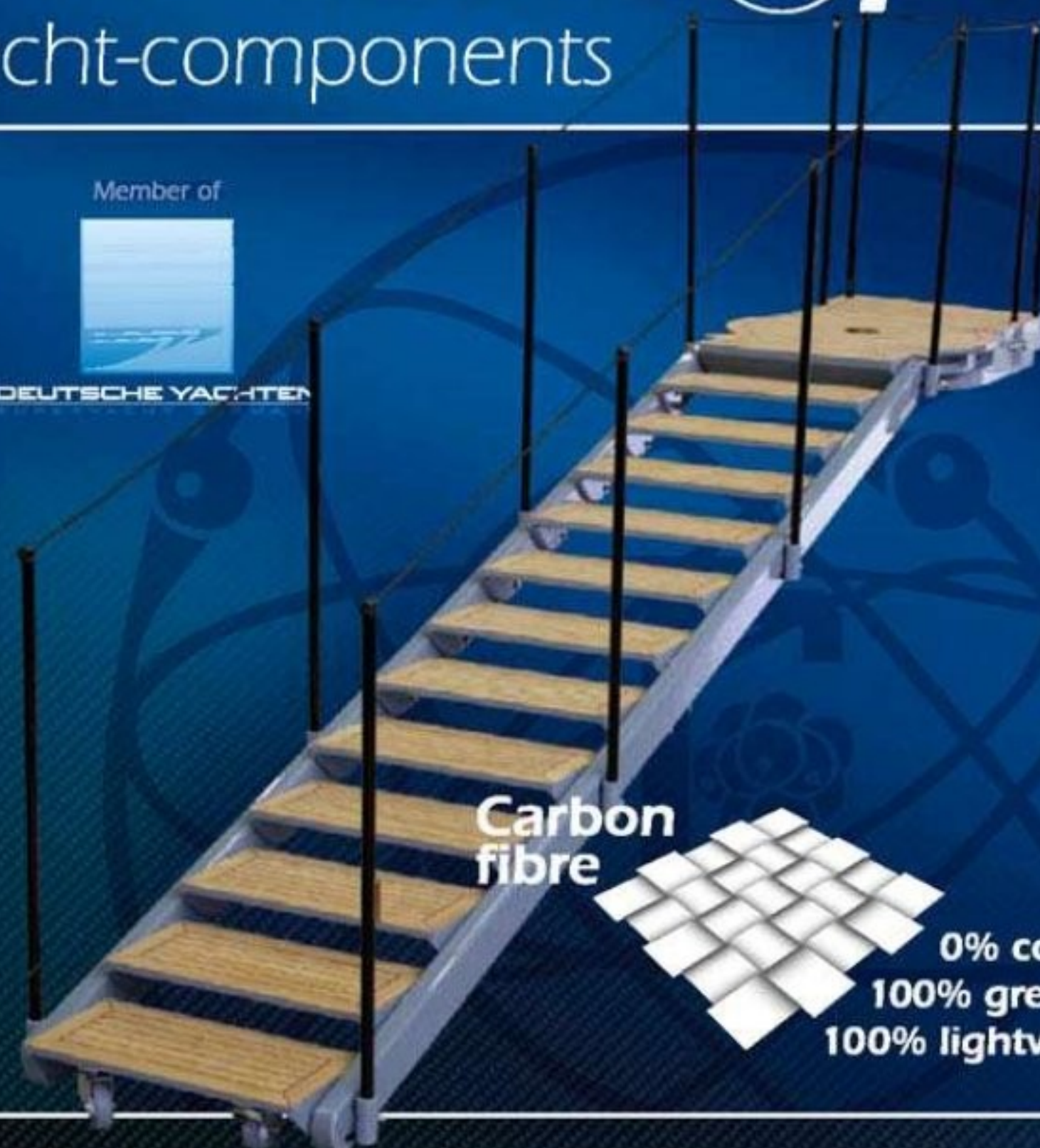
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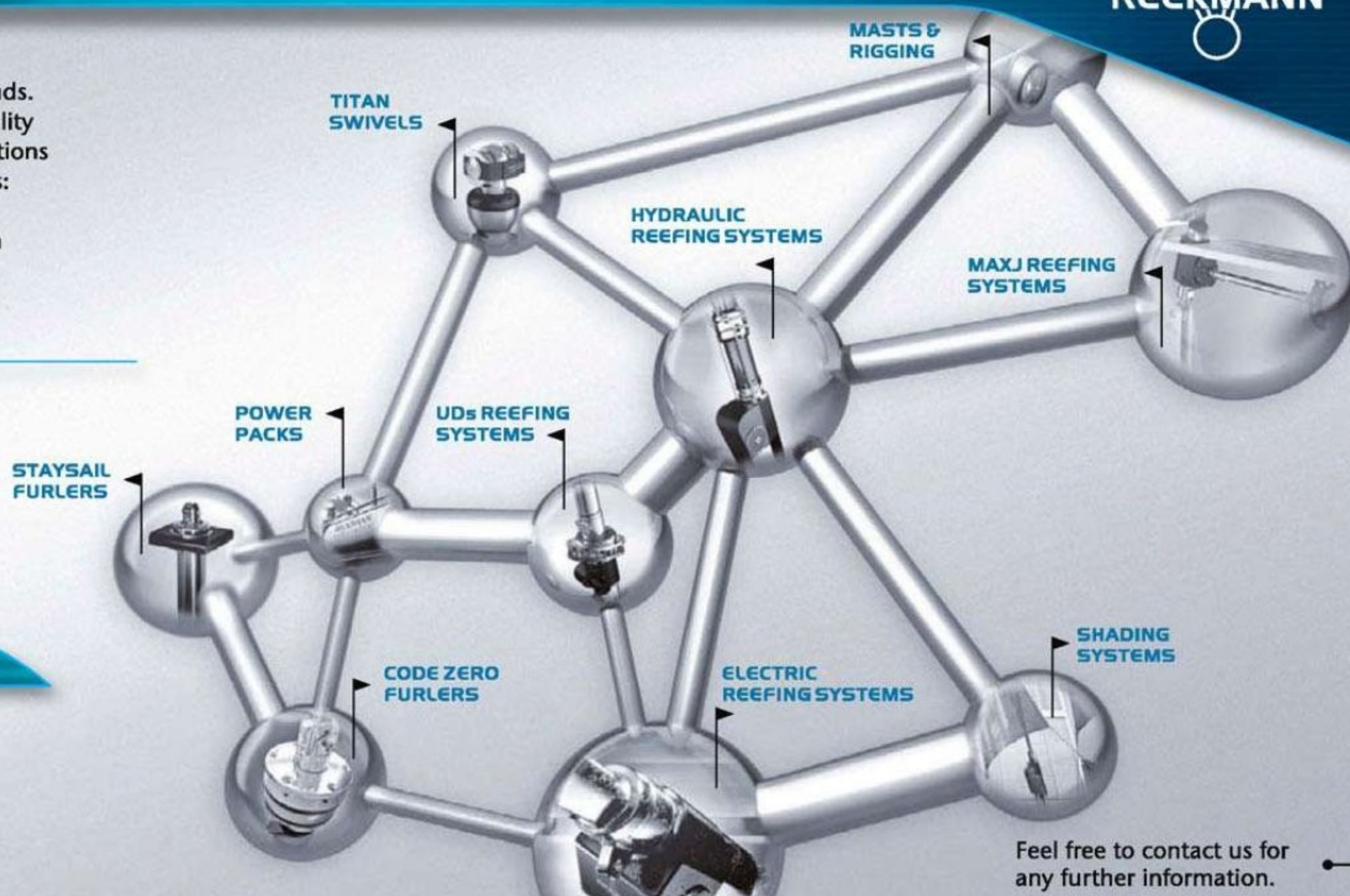
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EDITOR'S CHOICE

Told U So: designed for an unparalleled charter experience



The brainchild of international entrepreneur, hotelier and designer Kirk Lazarus, this 45m yacht may be the 16th Benetti Vision 145', but she is as far from

standard as you can get. Lazarus and his Molari Design team took an eraser to the GA and redesigned the layout in order to create his vision of the perfect charter

yacht, and as owner of the exclusive Molari Private Retreats he knows a thing or two about guest satisfaction. The result is an eclectic décor thought through to the smallest detail, with unparalleled service – including your favourite chocolates handmade on board – and other neat touches such as cabin minibars, coupled with an extensive array of watersports toys from two SeaBob Caygo F7s to a Maori 50 chaseboat – perfect for beach trips or diving excursions. Look out for the full feature on this impressive yacht in the November edition of BI.

TOLD U SO

LOA: 45m

BUILDER/YEAR:
Benetti / 2011

GUESTS/CREW: 10 / 12

LOCATION: summer –
Med; winter – on request

RATES: €225,000 pw

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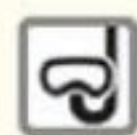
kayaking



jacuzzi



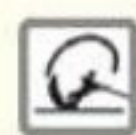
sailing



snorkelling



wind surf

water ski/
wakeboard

inflatables

Turama

Turama is an ideal yacht for entertaining large groups; facilities include a gym, sauna, swimming pool and beauty spa



LOA: 117m
BUILDER/YEAR: Rauma Yard/1990
CONVERSION: SETE Yachts/2004
GUESTS/CREW: 70/60 COST: €90,000 per day
LOCATION: Med



CONTACT
PrivatSea
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Quinta Essentia

A standout at any port with merlot-hued accents, she offers expansive rooms and a palatial master suite



LOA: 55m
BUILDER/YEAR: Heesen/2011
GUESTS/CREW: 12/11
COST: €350,000 per week
LOCATION: Med/Caribbean



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Audacia

This classic Feadship features contemporary décor with a large bathing platform and plenty of water toys



LOA: 48.5m
BUILDER/YEAR: Feadship/1987 REFIT: 2011
GUESTS/CREW: 12/9
COST: upon request
LOCATION: Med/Caribbean



CONTACT
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Claire

This Trinity offers a host of amenities including a dive compressor, snorkelling equipment and fishing gear



LOA: 45.7m
BUILDER/YEAR: Trinity Yachts/2003
GUESTS/CREW: 10/9
COST: \$175,000/\$150,000
LOCATION: Bahamas, Caribbean



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Hemisphere

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LOA: 44.2m
BUILDER/YEAR: Pendennis/2011
GUESTS/CREW: 12/8
COST: €196,000/€175,000
LOCATION: Western Med/Caribbean



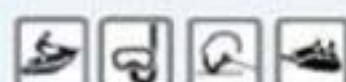
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Ouranos Too

Ouranos Too's amenities include a professional recording studio in the upper saloon



LOA: 40.8m
BUILDER/YEAR: Codecasa/1994 REFIT: 2008
GUESTS/CREW: 12/8
COST: €115,500/€105,000
LOCATION: Croatia, Greece, Turkey



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Ocean Independence
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Crystal

Crystal is a stylish yacht with a bathing platform that will delight the most avid watersports enthusiast



LOA: 36.9m
BUILDER/YEAR: Moonen Shipyards/2011
GUESTS/CREW: 10/6
COST: €125,000/€100,000
LOCATION: Western Med, South of France



Other toys to be confirmed

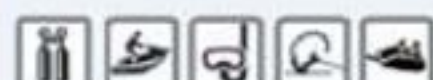
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Ghost II

Ghost II boasts a large interior volume and accommodation for eight guests in four luxury en suite cabins



LOA: 36.5m
BUILDER/YEAR: Warren Yachts/2009
GUESTS/CREW: 8/6
COST: AUD \$99,000 + APA
LOCATION: East coast of Australia



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BOAT OF THE MONTH

Akula: Bluewater signs sturdy world cruiser

Simon Ting at **Bluewater** has signed the 59m expedition yacht *Akula* for sale. Built by Holland's Amels yard in 1974 as a pilot vessel for the Dutch Navy, she was converted into a superyacht by Vosper Thornycroft in England in 1998, at which time a helicopter deck was also added.

Three Deutz 600hp engines give *Akula* a cruising speed of 10 knots and her sturdy build quality – she is much stronger than a merchant vessel – makes her capable of worldwide cruising. Her asking price has been set at \$14,750,000.

CONTACT

Bluewater Yachting

Simon Ting

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email: simon@bluewateryachting.com

web: www.bluewateryachting.com



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INFORMATION SEE
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Fraser signs *Cameleon B*; OCI sells *Quantum of Solace*; Edmiston offers 73m *Siren*; reductions at CNI; *Pegasus II* sold through YPI

words:

Malcolm MacLean



Marco Polo

The brokers at **Fraser Yachts** saw three major yachts leave the central agency books, led by Cheoy Lee's 45m motor yacht *Marco Polo*, a central listing with Josh Gulbranson in Fort Lauderdale. The asking price was \$21.5 million and the buyer was introduced by Walter Sea at Camper & Nicholsons International. Also sold was the 39m *Sud* from Fratelli Rossi, listed by Richard Earp in Monaco and asking €3.95 million. Finally, Jan Jaap Minnema, again in Monaco, sold the 33m motor yacht *Samra's*, built by Clelands in 1960 and last refitted in 2001. She was asking €1.75 million and was sold to a direct

client. David Legrand has signed a new-build 55m motor yacht called *Geo* for sale. She will be built by Italy's Mariotti yard to ABS or equivalent class with delivery scheduled for 2014. Exterior styling is by Luca Dini who is also responsible for her interior design, accommodating 12 guests in six suites. Twin 2,700hp MTU engines will give *Geo* a range of 5,000 nautical miles and her asking price is €33 million. Vassilis Fotilas has jointly listed, with Stuart Larsen, the 42.7m motor yacht *Cameleon B*. An all-aluminium semi-displacement yacht, she was built by Proteksan in 2002 to ABS class.

Accommodation is for 12 guests in a main deck master suite, VIP suite, two double cabins and one twin cabin, while twin 2,285hp MTU engines give her a cruising speed of 20 knots. Lying in Bodrum, Turkey, *Cameleon B* is asking €11 million. Jody O'Brien has been appointed as the central agent for sale of the 40m superyacht *Loretta Anne IV* (ex-*Allogante*). Designed by Dubois Naval Architects and with a Donald Starkey interior, *Loretta Anne IV* is an elegant performer with stylish lines and capable of transoceanic cruising in great comfort. Accommodation comprises a spacious owner's suite on the main deck with guest accommodation amidships on the lower deck, divided into four suites. *Loretta Anne IV* is offered at \$1,900,000.

Peter Thompson at **Ocean Independence** sold the 52m motor yacht *Quantum of Solace*, a joint listing with his colleague Michael White, with Jurgen Koch at Fraser Yachts acting for the buyer. Built by Benetti in 2001, this superyacht benefitted from several recent upgrades, including new zero-speed stabilisers, rebuilt generators and a full soft furniture refit. She also has new audio/visual systems throughout and her sun deck had a complete refit.



Cameleon B

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Siren

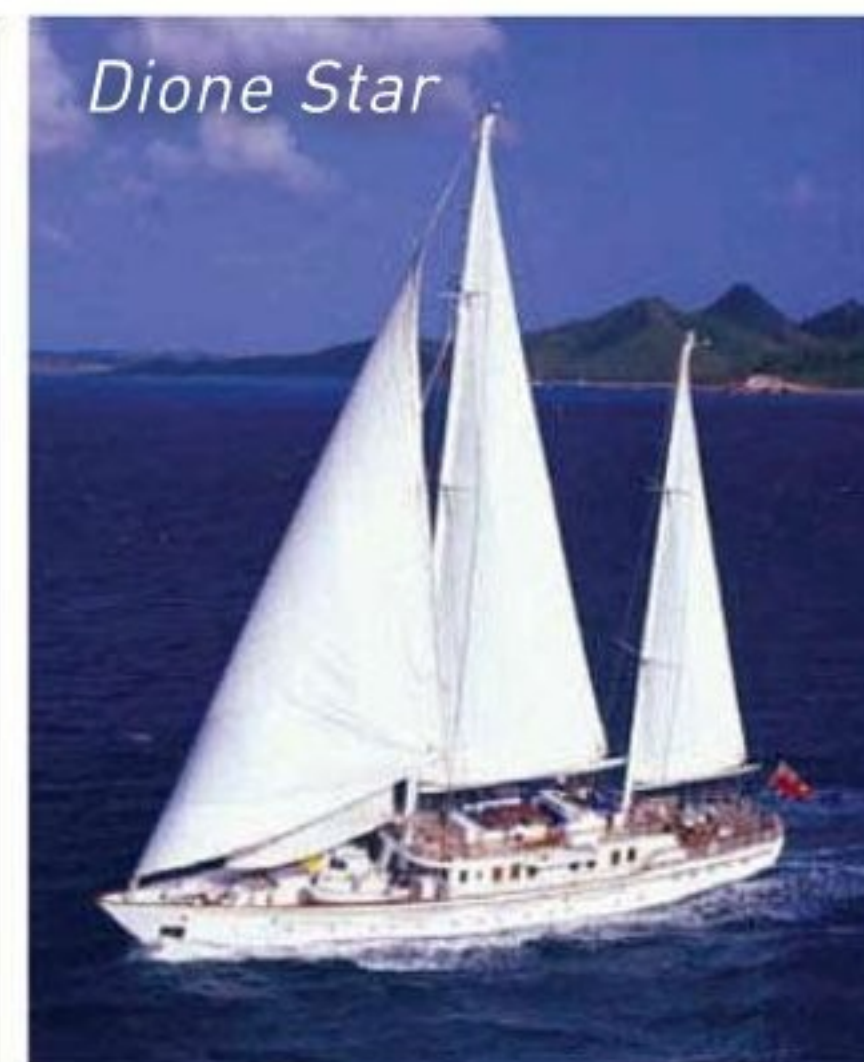


Quantum of Solace can accommodate up to 14 guests in six suites and was asking \$24.495 million. Meanwhile, Peter Hurzeler reports the sale of his central listing, the 38.5m motor sailer *Dione Star*, with Yacht Connections in the UK acting for the buyer. She was built by the Friesland yard in 1991 to a design by Diana Yacht Design. Lloyd's classed and MCA compliant, she has been refitted several times, and her Donald Starkey interior accommodates 12 guests in a master suite, VIP stateroom and four twin cabins. The asking price was €3.7 million.

Alex Busher at **Edmiston & Company** and his colleague Jonathan Zwaans have now been appointed joint listing agents for the 73.5m motor yacht *Siren*, along with Burgess. Launched by Nobiskrug in 2008, Newcruise Design has created a stunningly streamlined exterior profile with a thoroughly contemporary interior providing accommodation for 12 guests in an owner's suite, a VIP cabin and four double/twin guest cabins. *Siren* was the winner in the Best Displacement Motor Yacht 60m to 84m category at the World

Superyacht Awards in 2009 and is asking €63.45 million. There is also another central agency movement as Robert Shepherd at Edmiston joins Merle Wood and Peter Croke at Merle Wood & Associates to offer the 62.33m motor yacht *Fortunato* for sale. Lloyd's classed and MCA compliant, *Fortunato* was custom built in 2000 by Feadship's Royal Van Lent yard to a design by De Voogt. Up to 14 guests can be accommodated in one master and six double cabins. She is fitted with a modern Koop stabilisation system that reduces roll motion effect, resulting in a smoother cruising experience. Power comes from two 2,000hp Caterpillar diesel engines, which provide a top speed of 17 knots and a range of 5,800 nautical miles at 13 knots. Subject to a multi-million dollar refit in 2011, *Fortunato* is asking \$54 million. Mike Horsley in the Antibes office has signed the 42m motor yacht *Istros* for sale. Built by Amsterdamsche Scheepswerf in 1954 to a design by De Vries Lentsch, she accommodates nine guests in five suites. While her restoration ensures guests can experience style from a

Dione Star



bygone era, they can also enjoy up-to-date facilities. Lying in Malta, her asking price is €5.95 million.

Burgess has signed the newly delivered 70m motor yacht *Numptia* for sale and charter (see page 118). Built by Rossinavi, Italy, with exterior styling by Design Studio Spadolini and naval architecture by Axis Group, vast interior spaces and intelligent design offer the height of luxurious living in a modern, light and understated elegance. Her stylish interior by Salvagni Architetti is contemporary and calm and she accommodates 12 guests in six guest cabins. Burgess has joined forces with Ocean Independence to offer the 42.7m motor yacht *Element* for sale with a €2 million price reduction. Built to Lloyd's class by Cantieri di Pisa in 2002, *Element* has a warm and inviting yet contemporary interior styling, incorporating a range of neutral tones and textures which serve to create a calm and relaxing environment. MCA compliant, *Element* accommodates 12 guests in six suites. The vast master suite, situated forward on the main deck,



Numptia

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is accessed through its own study and boasts large his and her en suites. *Element* is now asking €7.9 million. Another joint listing is the 48.9m sailing yacht *Perseus*, offered for sale with Perini Navi USA. Built in steel and aluminium by Perini Navi in 2001 to ABS class and MCA compliant, *Perseus* is offered at an extremely attractive price by a motivated seller. Accommodation is for up to 10 guests and she is asking €14.9 million.

Rick Morales at **Camper & Nicholson's International** reports the sale of the 32.31m Broward *Soulmate*. Her asking price at the time of sale was \$3.45 million. CNI also brings news of major price reductions to several yachts in the sales fleet. Michael Rafferty announced a \$400,000 reduction in the asking price of the 40.23m *Life's Finest II*. Built by Northcoast Yachts in 1995, with a refit in 2008, this five cabin trideck now has an asking price of \$6.2 million. Charles Ehrhardt announced a €1.4 million price reduction on the 34m sailing yacht *Blue Eyes*. This cruising ketch combines classic design lines with state-of-the-art rigging and technology, and offers remarkably spacious volume for family charters. The yacht accommodates 10 guests in three



Sofico



Perseus

double and two twin cabins and has a revised price of €3.5 million. Jeremy Comport announced a price reduction on the 43m *Sofico*. *Sofico* was built by CRN in 2009 and has great exterior deck space, a spacious interior with full-beam owner's suite with balcony, a beach club and separate tender garage. She is presented in top condition and has a revised asking price of €14.95 million. Alex Lees-Buckley reported a €2.4 price reduction on the 46.1m *Wellenreiter* from Jongert. Designed by Andre Hoek, *Wellenreiter* is the largest yacht launched by Jongert. Built in 2003 to Lloyd's class and MCA standards, this superyacht accommodates seven guests in a master suite, an adjacent en suite single, one double and a twin cabin. *Wellenreiter* now has a revised asking price of €12.5 million.

Bob Anslow at **International Yacht Collection** confirms that he acted for the buyer in the sale of the 35.4m motor yacht *Gilaine O II* with Craig Tafoya at Penumbra Marine representing the seller. Built by Azimut in 2005 and refitted

in 2009, *Gilaine O II* accommodates 10 guests in five suites including a main deck master suite and was asking \$7.2 million. Kevin Bonnie in Monaco has signed two motor yachts for sale, the 35.3m *La Dea* and 35m *Blind Date Too*. *La Dea* was built by Azimut in 2004 and recent improvements include new soft furnishings, a complete upgrade of the audio/visual and navigation systems and a repaint. Accommodation is for 11 guests in five cabins including a full-beam master suite and convertible VIP cabin on the main deck. Located in Italy, *La Dea* is asking €5.5 million. *Blind Date Too* was built by Benetti in 2003 as one of the yard's Classic 115 series to ABS class. MCA compliant, she sleeps 10 guests in a master suite, two double staterooms and two twin cabins and is asking €6.4 million.

Matt Albert at **Yachting Partners International** sold Oceanco's 60m motor yacht *Pegasus II*, a central listing with Ken Denison at Denison & Daves. Built in 2004, *Pegasus II* offers six suites for 12 guests, while the spa pool, gym, bar,



La Dea

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YACHTING PARTNERS INTERNATIONAL (Monaco)

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email: brokerage@ypigroup.com



SW 100 DS - Fado (2007)

30,20m Designed by Farr Yacht Design & Nauta Design; UK Flag; VAT paid; Central Agency; Lying in Genoa (Italy)



SW 80 DS - Acaia Cube (2003)

23,99m Designed by Farr Yacht Design & Nauta Design; Italian Flag; VAT paid; Central Agency; Lying in Naples (Italy)



SW 78 RPN - Mrs. Marietta (2002)

23,99m Designed by Reichel Pugh & Nauta Design; UK Flag; VAT paid; Central Agency; Lying in Genoa (Italy)

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two alfresco dining areas and formal dining were all updated in 2009. *Pegasus II* was asking \$65 million. Baglietto's much-anticipated 43m motor yacht *Why Worry* was launched on schedule in Viareggio last month. Designed by Francesco Paszkowski, *Why Worry* had her final work completed by Baglietto workers at the Rossinavi shipyard. ABS classed and MCA compliant, she can accommodate up to 12 guests in five cabins together with a bridge deck study that converts to sleep one. *Why Worry* is for sale with Mike Rich at YPI asking €17.75 million. Will Bishop reports a price reduction on his listing, the 51.59m sailing yacht *Meteor*. Built by Royal Huisman in 2004, this superyacht's John Munford interior is in a relaxed, traditional and classic theme. With ample space for six guests in three cabins and a crew of 12 in seven cabins, *Meteor* is able to accommodate guests in sublime luxury. *Meteor* won three awards at the 2008 World Superyacht Awards and will be on display at the Monaco Yacht Show, asking €25 million.

Another elegant long-range motor yacht comes on the market as **Yachtzoo** signs the 41m motor yacht *Sophie Blue* for sale. She was built by CBI Navi in 1998 to a design by Luca Dini. RINA classed, this superyacht has a warm



Sophie Blue

mahogany interior accommodating 12 guests in a main deck master suite, VIP suite and four double cabins. Twin 1,800hp Caterpillar engines give *Sophie Blue* a tremendous range of 6,000 nautical miles and her asking price is €6.9 million.

From **Moran Yacht & Ship** comes news that Lürssen's 61m motor yacht *Lady Kathryn V* has been delivered to her new owners and has booked her first charter. Other news includes a \$300,000 price reduction on the 36.58m motor yacht *Vitamin*. Built as hull number seven in the Palmer Johnson 120 series of sports yachts in 2008, *Vitamin* has an interior by Nuvolari-Lenard. Lloyd's classed and MCA compliant,

accommodation is for up to eight guests in three double suites and one twin cabin. Twin 2,750hp MTU engines and a planing aluminium hull give *Vitamin* a cruising speed of 24 knots and maximum speed of 28 knots. Her asking price is now \$16.2 million.

Andy McDougall at **Top Yachts** confirms he has listed the 39.6m motor yacht *Agatha* for sale. Built by CRN in 2006, she's a five cabin trideck yacht capable of 24 knots with luxury accommodation for 10 guests plus eight crew. Originally supplied to her owner by Top Yachts, *Agatha* is powered by twin MTU 2,750hp engines and has a very high specification including zero-speed stabilisers. *Agatha* is priced at €9,000,000 and lies in the Eastern Med.

To end on a high note, **YCO** sold the 32.72m sailing yacht *Wally B* to a direct client. She was built by the UK's Pendennis yard to ABS class in 1996 and accommodates six guests in a master and two twin cabins. This superyacht uses the latest in hi-tech sailing innovation and her interior is styled using a mixture of modern and natural materials. *Wally B* is now heading off for a refit and was asking €3.5 million.



Lady Kathryn V



Agatha

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MANIFIQ

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CENTRAL AGENT



MONDOMARINE 2010 • 41 m • 19 knots • 10 guests • 5 cabins



SERAFIMA

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MONDOMARINE 2005/2010 • 40 m • 19 knots • 10 guests • 5 cabins



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launches over 24m

name	country	builder	type	loa-m	construction
Elizaveta	Italy	AB Yachts	M	41.8	Composite
Why Worry	Italy	Baglietto/Rossi Navi	M	42.75	Steel/aluminium
Seanna	Italy	Benetti	M	65	Steel/aluminium
5G	Italy	CRN	M	39.6	Composite
C 86	Italy	Canados	M	26	Composite
E&E	Turkey	Cizgi Yat	M	42.09	Steel/aluminium
H 103-1	China	HeySea	M	31.39	Composite
Antarah	Italy	Fipa-Maiora	M	27.53	Composite
Papi Du Papi	Italy	ISA	M	49.95	Steel/aluminium
Tutto le Marrane	Italy	Leopard Yachts	M	46.2	Composite
MS 33-1	Russia	MS Yachts	M	32.8	Steel/aluminium
Kakawi	China	Marlow/Norseman	M	30.76	Composite
YN 193	The Netherlands	Moonen	M	30	Steel/aluminium
Crystal	The Netherlands	Moonen	M	36.93	Composite
BaiaMare	Turkey	Nedship	M	41.3	Composite
Ozone	Turkey	Peri Yachts	M	28.75	Composite
Galileo G	Italy	Perini Navi/Pichiotti	M	55	Steel/aluminium
Athena 115/8	Italy	Riva	M	35.4	Composite
Predator 130-4	UK	Sunseeker	M	38.62	Composite

brokerage sales over 24m

name	builder	type	loa-m	country	year of build/refit
5G	CRN	M	39.6	Italy	2011
Ajilati	Hargrave	M	28.6	Taiwan	2003
Alfa Nero	Oceanco	M	82	The Netherlands	2007
Anicca	Westport	M	39.62	USA	2008
Cocoa Bean	Broward	M	43.3	USA	2007
Dione Star	Friesland	S	38.5	The Netherlands	1991
Dreamster	Sunseeker	M	28.65	UK	2005
FX	Sanlorenzo	M	32.92	Italy	2010
Hye Seas	Ferretti	M	24.56	Italy	1999
Journey to Eden	Baia	M	23.5	Italy	2005
Le Club Tarpon	Palmer Johnson	M	28	USA	1973
Little Sarah	DeBirs	M	30.48	Egypt	2008
Marco Polo	Cheoy Lee	M	45	China	2007
Missy B II	Hargrave	M	35.5	Taiwan	2004
Ocean Seven	Oceanfast	M	53.5	Australia	1994
Off Track	Kha Shing	M	28	Taiwan	2001
Octopussy	Heesen	M	43.58	The Netherlands	1988
One and Only	Ferretti	M	26	Italy	2006
Pegasus II	Oceanco	M	60	The Netherlands	2004
Peleu K	Overmarine	M	25.7	Italy	2006
Romantica	PR Marine	M	31.4	Taiwan	2008
Ron V	Heesen	M	28	The Netherlands	1993
Silver Zwei	Hanseatic Marine	M	73.3	Australia	2009
Soulmate	Broward	M	32.3	USA	2006
Sud	Fratelli Rossi	M	38.85	Italy	1999
Quantum of Solace	Benetti	M	52	Italy	2001
Samra's	Clelands	M	33.71	Canada	1960
Tambora	Sunseeker	M	26.2	UK	2008
Vita Bella	Westport	M	34.14	USA	2008





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Asking price: P.O.R.



for Sale

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Philip & Son. Ltd - 1909 / 2009
Asking price: € 470.000



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FRASER YACHTS

Big boats are still selling, but savvy clients are doing more research into yards and assessing their options before spending on new builds

July saw 29 yachts sold, compared with 17 a year ago, an increase of 71 per cent. Among them were two of the largest yachts in the world – the 82m *Alfa Nero* and the 73.3m *Silver Zwei*, both of which changed hands last month, albeit without much fanfare. Total asking prices came to €365 million, a 30 per cent increase year-on-year.

Looking at the year-to-date, 2011 sales were at 179 through July, compared with 125 in the same period last year, a 43 per cent increase. In contrast, asking prices are only up 15 per cent, although this is no surprise given the number of price cuts we have seen this year – 350 and counting.

New on the market and price reductions

Another 31 yachts came up for sale in July. These included Rossinavi's new 70m *Numptia*, the 50m Perini Navi *Perseus* and the 42m classic motor yacht *Istros*. Overall, the number of yachts coming on to the market continues to outstrip the number of sales, but the gap is closing. The total for the year stands at 235.

Price reductions continue to dominate our news, with another 55 in July, including a \$13 million reduction on the 58m *Unbridled* and a \$4.6 million reduction on the 49m *Destination Fox Harb'r Too*. It is hard to see this trend ending any time soon, particularly as owners try and sell their yachts before the end of the summer season.

New orders, launches and deliveries

We were informed of only three new orders in July – two 60m yachts at Perini Navi and a 26m at Northern Marine. That makes 49 new orders in 2011 so far. Nineteen superyachts were launched last month by 18 different yards (Moonen launched two). Italy saw the most activity with 10 launches, including the 65m *Seanna* by Benetti, and the 55m *Galileo G* by Picchiotti.

Twenty-five superyachts were delivered to their owners in July, the most we have reported in a single month so far this year by some distance.

The brokers' perspective

We asked experienced brokers for their perspectives on the market.

'In my opinion, in the last two months new and repeat clients investigated new builds more,' says Sonay Gunay, founder of 777 Yacht Group Company. 'They began asking more questions about the yards in terms of financial security, quality and order book.'

Harry Bristow-Holmes, Sunseeker London, also commented. 'The trend for larger yachts continues to grow, however with widespread competition in the marketplace, savvy buyers are exploring all potential avenues prior to placing their orders. Sellers are particularly aware of the competition and are therefore more realistic on their prices.'

For more analysis: www.boatinternational.com/market-intelligence

orders over 24m

country	builder	type	loa-m	construction	designers/due
Italy	Perini Navi	SY	60.0	aluminium	Ron Holland Et Perini Navi/2013
Italy	Perini Navi	SY	60.0	aluminium	Ron Holland Et Perini Navi/2014
USA	Northern Marine	MY	25.9	GRP	Adriel Design/2013

name changes over 24m

former name	builder	type	loa-m	year	new name
Leomar	Azimut	M	29.4	1989	Nereida
Follow Me 4	Benetti	M	34.95	2006	Brava
Nataly	Benetti	M	36.6	2006	Riva
Quantum of Solace	Benetti	M	52	2001	Elysium
Marco Polo	Cheoy Lee	M	45	2007	Dorothea III
Mac Brew	Falcon Yachts	M	30.7	2000	Unreel
Hye Seas	Ferretti	M	24.56	1999	Dewa Raci
Jangada	Heesen	M	39.1	2001	Little Fish
Linda Lou	Lurssen	M	60	2006	Lime Light
Lepante	Ocea	M	32.7	2004	Alexandria
FX	Sanlorenzo	M	32.92	2010	Erolia
Breaker	Sunseeker	M	32	2002	Beachseeker



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Launched 1996
Builder Pendennis Shipyard

www.Tenaz.co.uk
Designer Dubois Naval Architects
Guest Staterooms 4
Price €7.55M



Inmocean

This 41m classic sloop has an interior by Adam Lay Studio, with the owner and guest accommodation forward in three cabins while the crew is aft in three cabins. Designed for long ocean passages and "off the beaten track" cruising, **Inmocean** is striking, timeless and a joy to sail.

Length 41m (135')
Launched 2008
Builder Fitzroy Yachts

www.Inmocean.co.uk
Designer Dubois Naval Architects
Guest Staterooms 3
Price €12.5M



Aime Sea

World class fast cruising yacht that combines a good sailing performance with a versatile layout. **Aime Sea** has a spacious interior, flooded with natural light and accommodates eight guests in luxury.

Length 35.1m (115')
Launched 1994
Builder Alloy Yachts

www.AimeSea.co.uk
Designer Dubois Naval Architects
Guest Staterooms 4
Price €5.9M

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Asking price: €58,750,000
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ICON 62.5m/203'4", Icon Yachts, 2010
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ jmr@can.cnyachts.com
co-presented with Merle Wood Associates



Asking price: US\$ 28,500,000
Available for Charter

TJ ESPERANZA 50m/164', Amels, 1999/2010
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912
✉ jmr@can.cnyachts.com



Asking price: €10,900,000

QM OF LONDON 49.9m/163'8", Benetti, 1998
MICHAEL PAYNE ☎ +377 97 97 77 00
✉ mp@mon.cnyachts.com

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Camper &
 Nicholsons
 International
 YACHTING SINCE 1782

Asking price: €39,000,000



BLUE EYES LONDON 60m/196'1", CRN, 2009
 JEREMY COMPORT ☎ +33 (0)4 92 912 912
 ✉ jc@can.cnyachts.com

Price on Application



DRIZZLE 55.5m/182', Feadship, 2005
 JONATHAN SYRETT ☎ +34 971 40 33 11
 ✉ jsyrett@cnipalma.com

Asking price: €19,500,000 VAT paid



PRINCESS TOO 47.5m/156', Feadship, 1999
 ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alb@mon.cnyachts.com
 GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ glb@ant.cnyachts.com

Asking price: €8,750,000



MARFLOW 37.2m/121'1", Dutch Yacht Builders S.A
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DELIVERY 2013 Asking price: €52,000,000 - Hull & superstructure completed
TANKOA HULL C102 70m/229'7, Tankoa Yachts, 2013
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Asking price: €35,500,000 VAT paid - Available for Charter
SHERAKHAN 70m/229', Vuyk & Zonen, 1966/2005
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



Asking price: €18,000,000
YAAKUN 65.25m/214', Nicollni, 1987/2010
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DELIVERY 2012 Asking price: €48,000,000 - Hull & superstructure completed
TANKOA HULL C101 65m/213'3, Tankoa Yachts, 2012
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Asking price: €40,000,000
BARAKA 58m/190'3, ProteksanTurquoise, 2010
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Asking price: €13,000,000
CLEOPATRA 56.7m/186'1, Amels, 1985/2009
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Asking price: US\$8,900,000

LIONWIND 47m/154'2", Feadship, 1983*

FERNANDO NICHOLSON ☎ +1 954 524 4250 ✉ fpn@ftl.cnyachts.com



Asking price: €24,500,000

MY PETRA 44m/144'4", Heesen, 2009

JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ jmr@can.cnyachts.com



MONACO YACHT SHOW Price on Application

LIBRA STAR 43.6m/145', Benetti, 2008

ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alb@mon.cnyachts.com **GASTON LEES-BUCKLEY** ☎ +33 (0)4 92 912 912 ✉ glb@ant.cnyachts.com

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Asking price: €14,950,000
SOFICO 43m/141', CRN, 2009
JEREMY COMPORT ☎ +33 (0)4 92 912 912 ✉ jc@can.cnyachts.com



Asking price: €8,800,000
ANDIAMO 36.6m/120', Benetti, 2006*
FERNANDO NICHOLSON ☎ +1 954 524 4250 ✉ fpn@ftl.cnyachts.com



Asking price: €4,250,000
CELEBRATION 34m/112', Ferretti, 2003
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ ce@ant.cnyachts.com



Asking price: €9,900,000

CENTIUM 39.6m/129'59", Oassive 40 Ocean Cruiser, Astilleros M.Cies, 2006
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €9,850,000 - Available for Charter

BEVERLEY 36.6m/120', Benetti Classic, 2008 **A. LEES-BUCKLEY** ☎ +377 97 97 77 00
✉ alb@mon.cnyachts.com **G. LEES-BUCKLEY** ☎ +33 (0)4 92 912 912 ✉ glb@ant.cnyachts.com



Asking price: US\$7,500,000

GRAND COROTO 35.1m/115', Benetti, 2001*
RICK MORALES ☎ +1 954 524 4250 ✉ rqm@ftl.cnyachts.com



Asking price: €1,900,000

OSPREY 34.8m/114', Hugh McLean & Sons, 1953/2010
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Asking price: €7,200,000

JIVA 33.9m/111'3", Sunseeker, 2008
JORDAN WAUGH ☎ +377 97 97 77 00 ✉ jw@mon.cnyachts.com



Asking price: €4,950,000

CASSIOPEIA 32m/104'9", Holland Jachtbouw, 2004
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Asking price: €3,950,000 **MACA** 28.3m/92'1", Benetti Sail Division, 2008
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Asking price: €4,900,000
AQUILA 27.6m/90'6", Sanlorenzo, 2008/2009
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Asking price: €4,400,000
MM 28m/90', Pershing, 2008
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PRICE REDUCTION Asking price: €1,100,000
ALHENA 27.38m/89'8", Astondoa, 1994/2007
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €1,750,000
PIPIRIPAO 23.9m/78', Monty Nautic, 2003
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



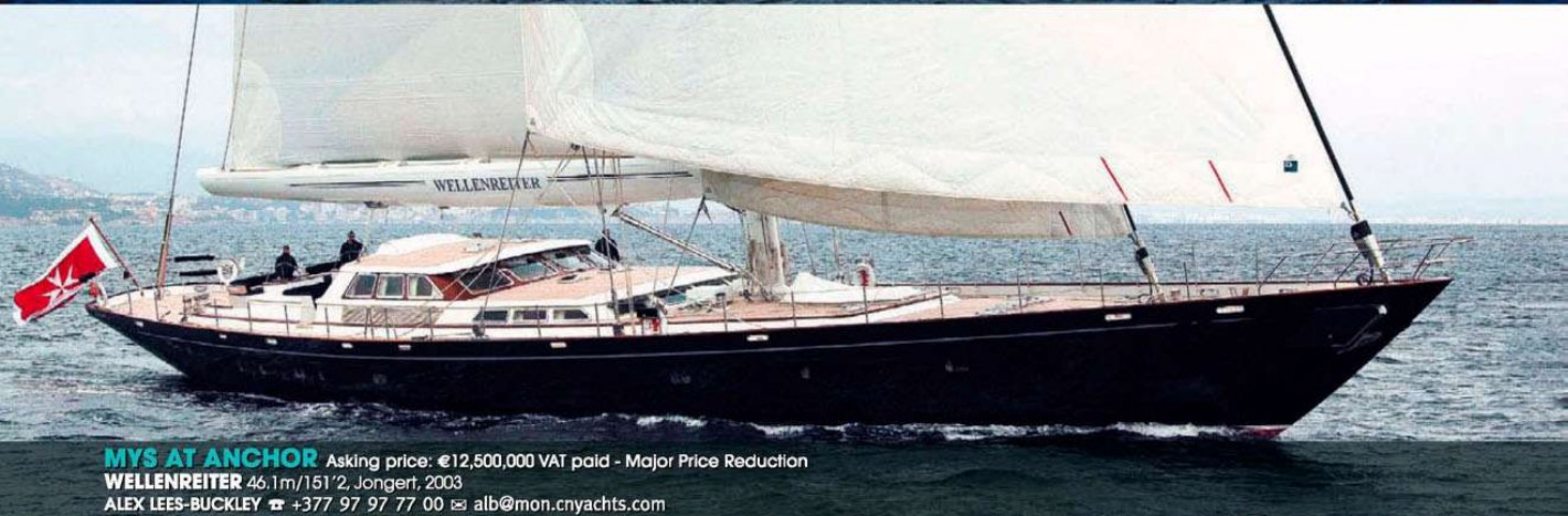
Asking price: €995,000
NETTY ELAINE 22.6m/74', Aquastar Guernsey C.I., 2002
RICHARD HIGGINS ☎ +44 (0)20 7009 1950 ✉ rh@lon.cnyachts.com

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MYS AT ANCHOR Asking price: €25,000,000 - Major Price Reduction - Available for Charter
SELENE 56m/184', Perini Navi, 2007
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alb@mon.cnyachts.com



MYS AT ANCHOR Asking price: €12,500,000 VAT paid - Major Price Reduction
WELLENREITER 46.1m/151'2, Jongert, 2003
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MONACO YACHT SHOW Asking price: €7,900,000
ENTERPRISE 43.3m/142', Perini Navi, 1989 Asking price: €7,900,000
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Asking price: €2,900,000
LADY THURAYA 31m/101'8", Lubbe Voss, 1982/2009
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Asking price: €3,500,000 **GAIA** 30.7m/100', Spirit Yachts, 2007
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 ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@cnipalma.com



PRICE REDUCTION Asking price: €1,950,000
ELETTRA 24.4m/80', Perini Navi, 1987
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Asking price: €1,900,000
K2WIND 24m/78'8", Wally Yachts, 2000
 JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ jc@can.cnyachts.com



Asking price: €1,550,000
CARACOLA TOO 20m/68'1", Atollvic, 2005
 MARLENE JIMENEZ ☎ +34 971 40 33 11 ✉ mjimenez@cnipalma.com

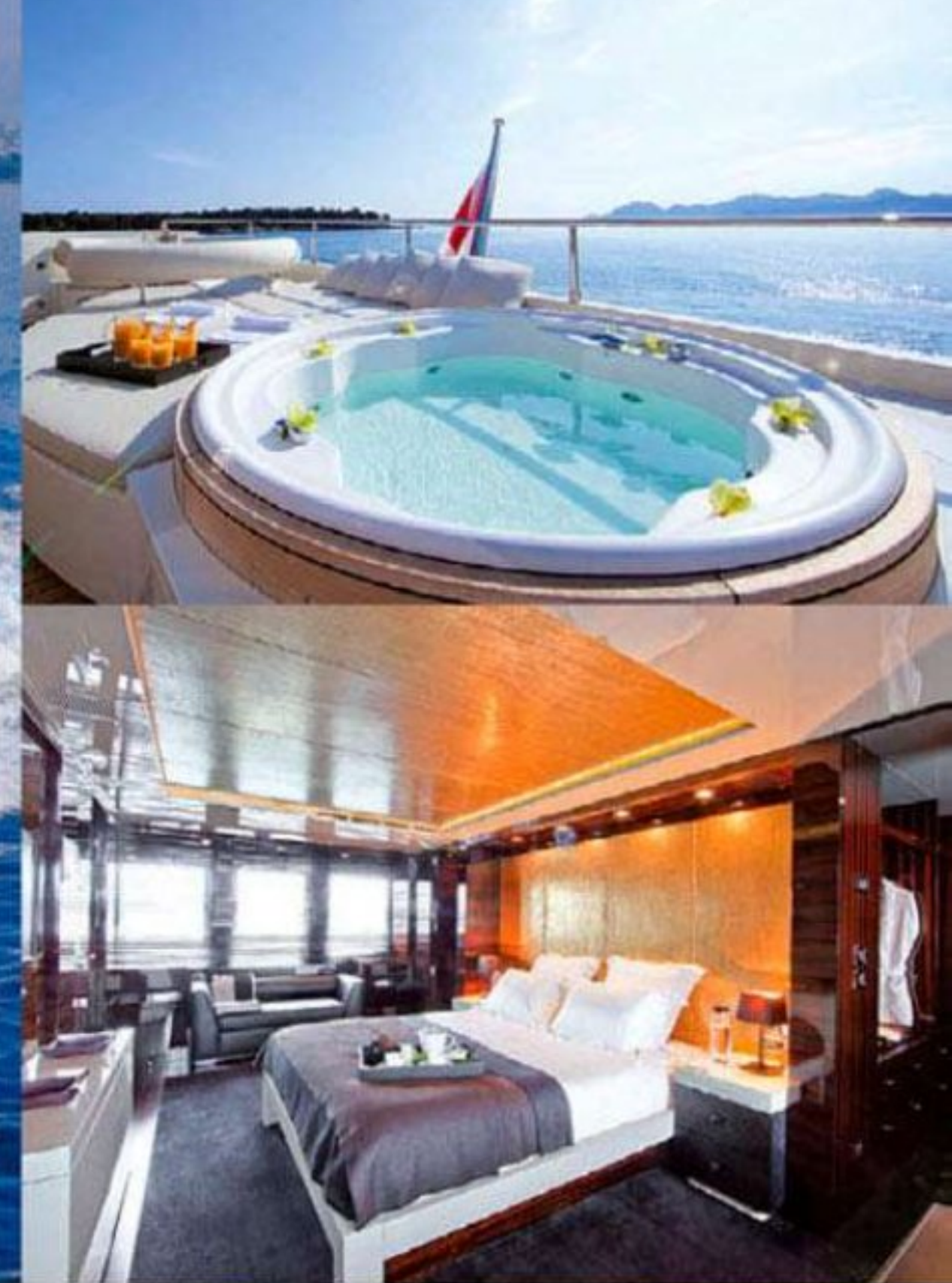
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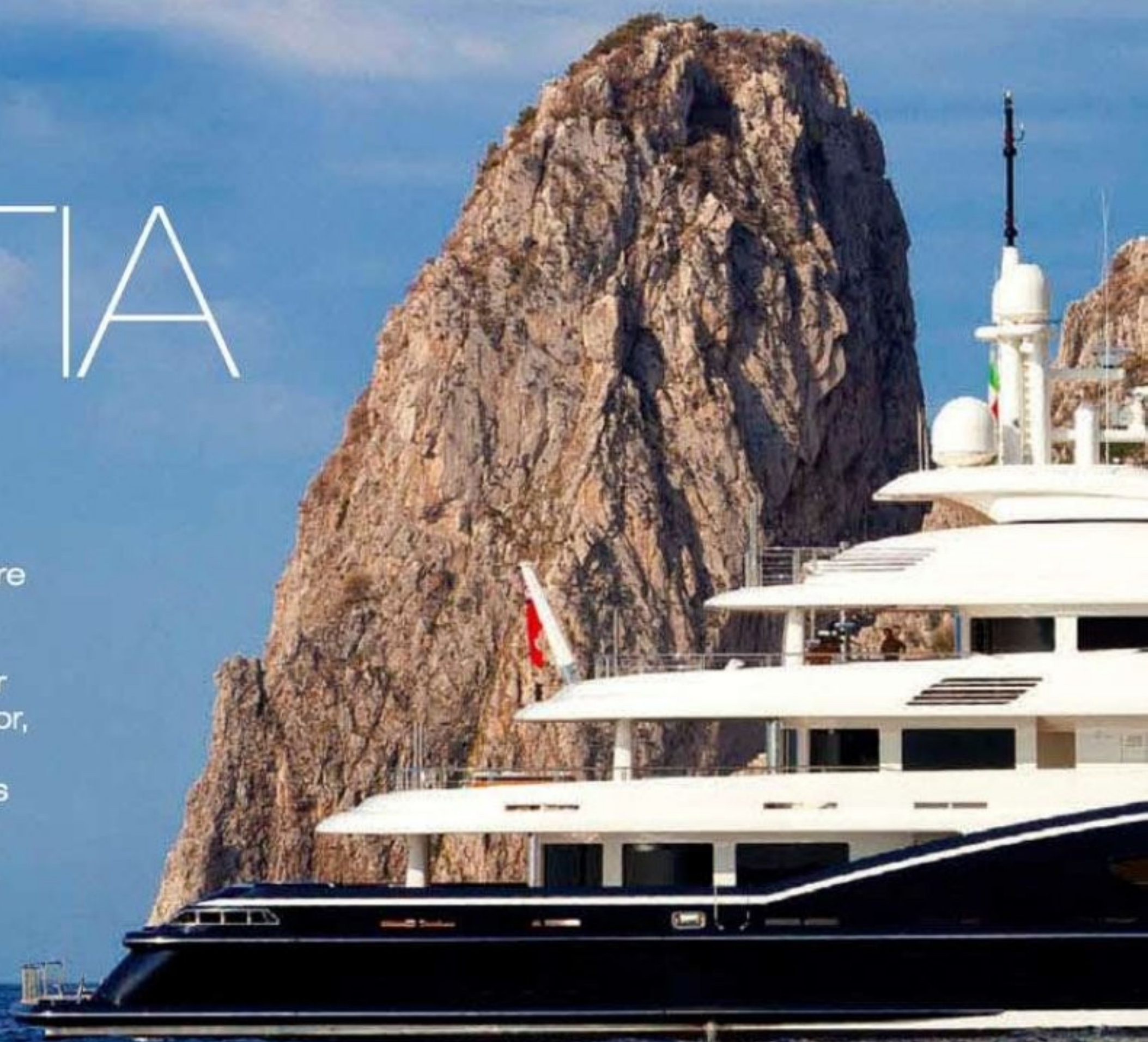
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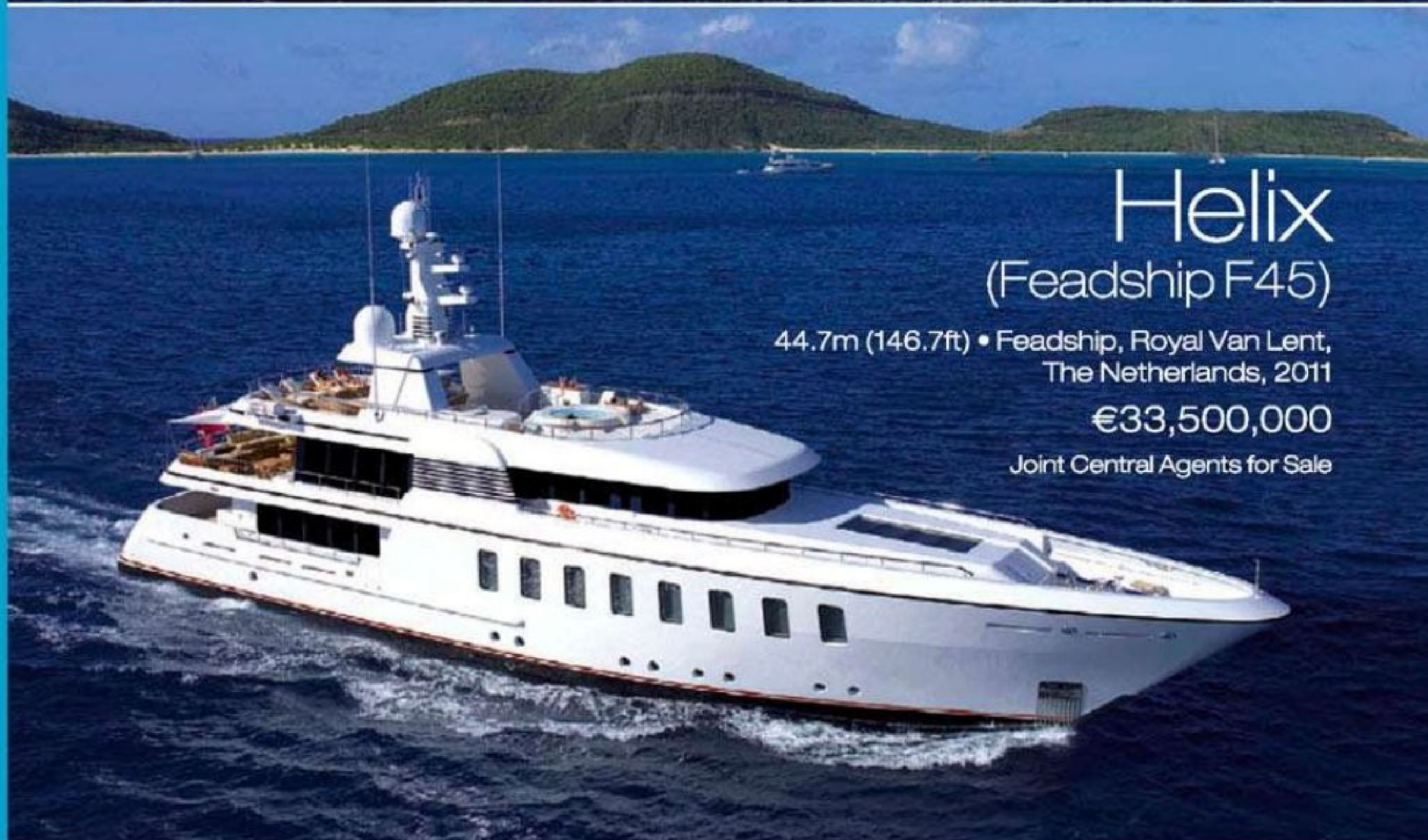
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57.3m (188ft) • Abeking & Rasmussen, Germany, 2001

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Helix (Feadship F45)

44.7m (146.7ft) • Feadship, Royal Van Lent,
The Netherlands, 2011

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85.6m (280.9ft) • Derecktor Shipyards, USA, 2010

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Numptia

70m (229.7ft) • Rossinavi, Italy, 2011

Price on application

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Sunrise

52.8m (173.2ft) • Oceanco, The Netherlands, 2000

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61m (200ft) • Feadship, Royal Van Lent,
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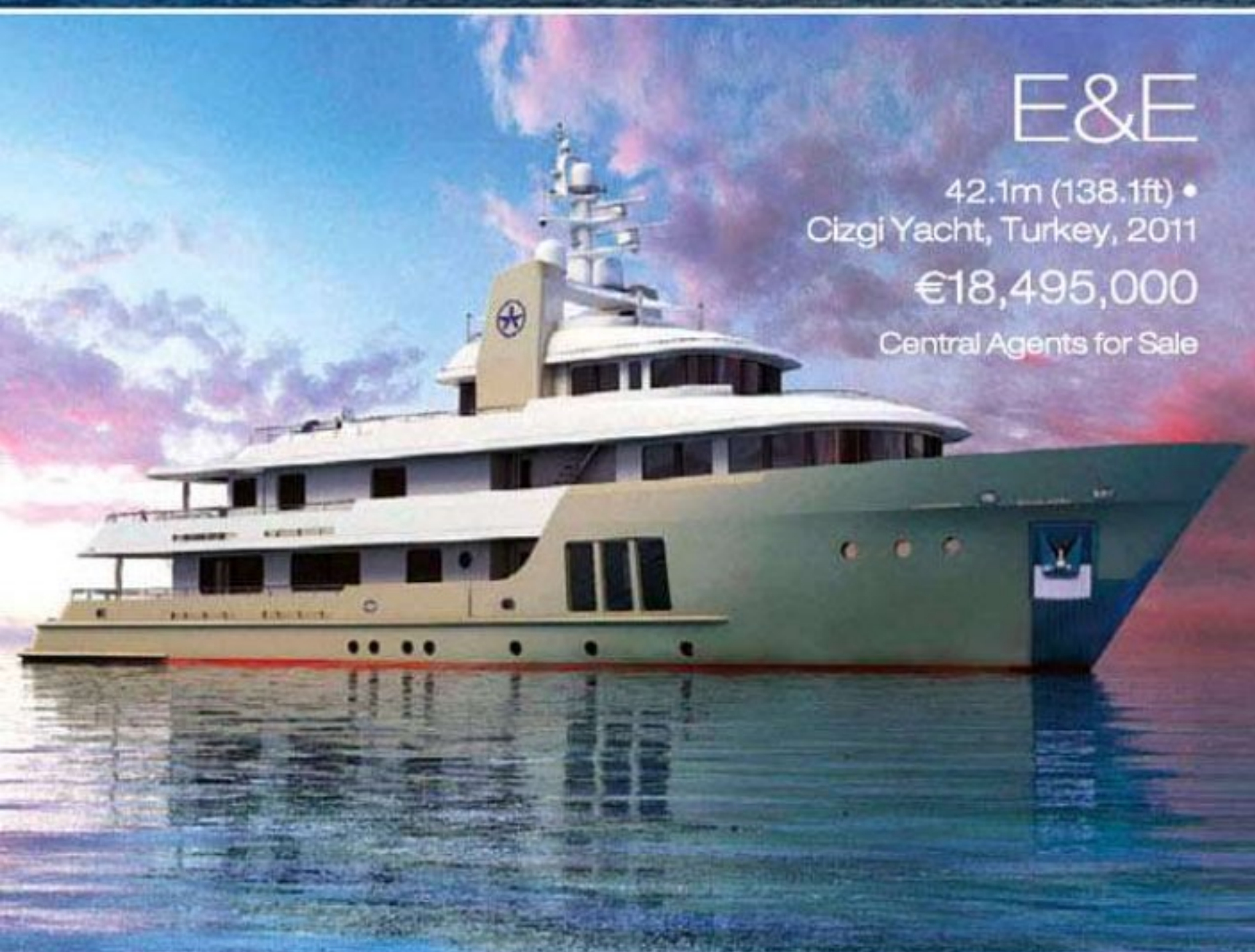


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42.1m (138.1ft) •
Cizgi Yacht, Turkey, 2011

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Lady Trudy (CRN Navetta 43)

42.6m (139.8ft) • CRN Ancona, Italy, 2011

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Italy, 2001

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Shandor

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Germany, 1986 (Refit 2008)

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The Netherlands, 1983 (Refit 2009/2010)

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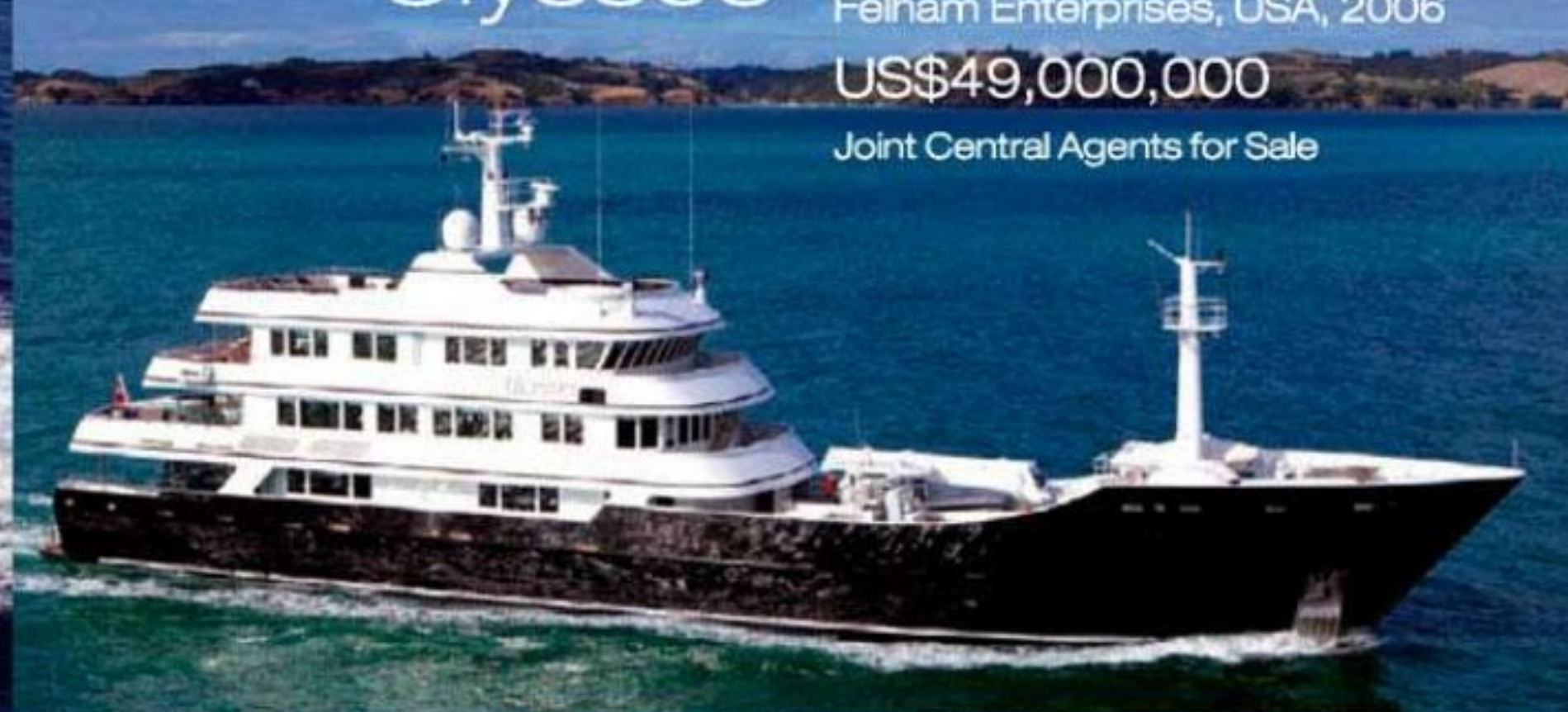


Ulysses

59.6m(196ft) • Trinity Yachts /
Felham Enterprises, USA, 2006

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Element

AT CANNES YACHT SHOW

42.7m (140ft) • Cantieri di Pisa, Italy, 2002

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E & E, 42 Explorer, 2011
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DREAM ON, Ursal Yachts, 2008
Asking: Euros 9,500,000
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ODYSSEY, Rodriguez 38, 2008
Asking: Euros 8,900,000
11 Guests. Lying: West Mediterranean

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CRYSTAL, Dixon 120
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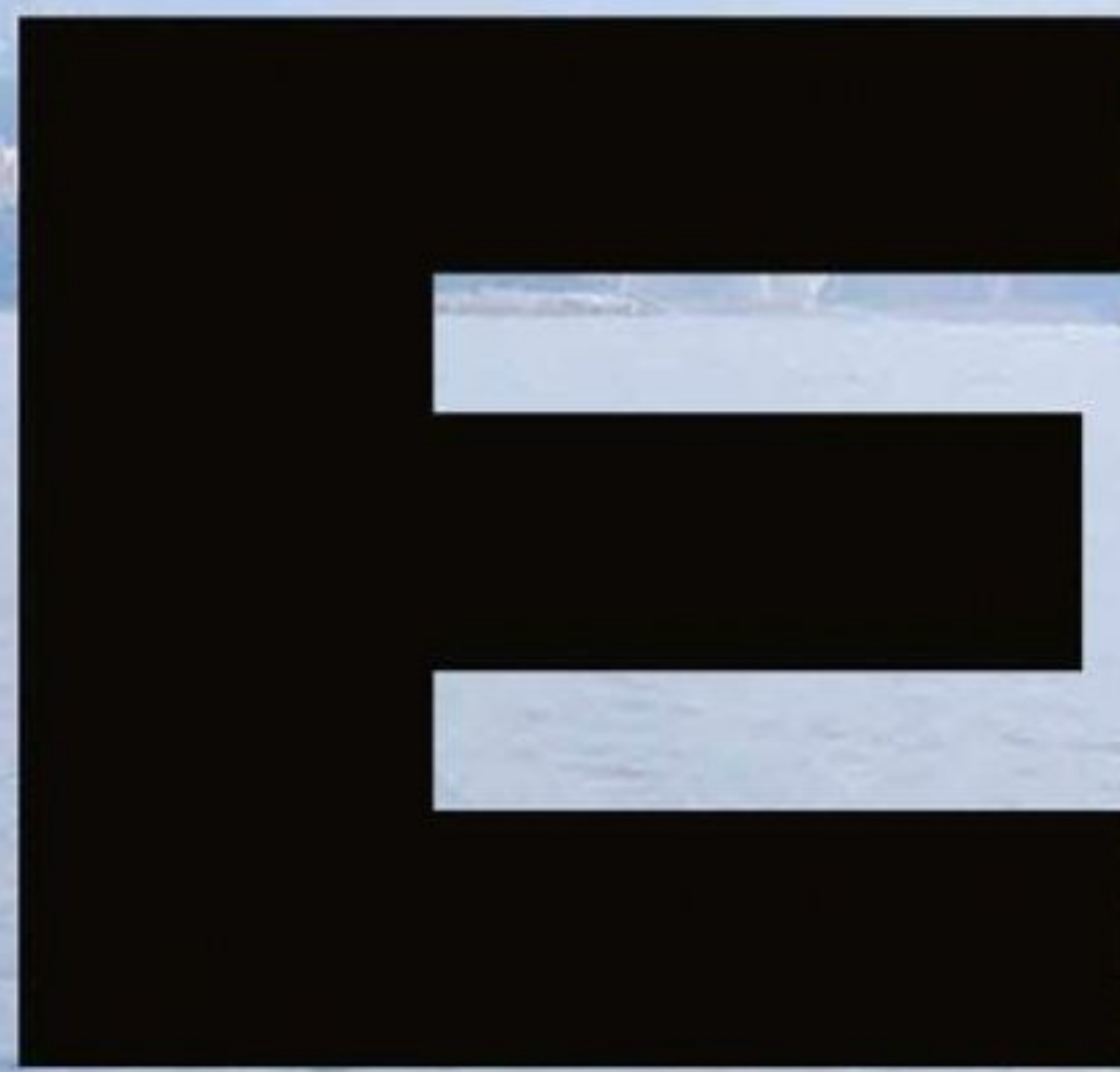


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2009, 40.75m (133.7 ft)

ALSO AVAILABLE FOR CHARTER WITH YPI

Spacious 4 cabin layout
Light and spacious split-level salon

CONTACT Matt Albert: +33 6 24 04 76 86 matt.albert@ypigroup.com



ASKING: US\$ 22,000,000

O'KHALILA

Palmer Johnson
2007, 45.7m (150ft)

Unique hull colour
Trail-blazing appeal
High cruising speeds

CONTACT Bertrand Vogèle: +33 6 07 91 08 27 bertrand.vogele@ypigroup.com

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The yachts featured below represent a sample selection of the yachts in the Diamond Collection.



LATITUDE | 52m (170') | 12 guests | €231,000 pw



SOUTH | 53m (174') | 12 guests | €285,000 pw

The Diamond Collection is an innovative new program for superyacht owners who are highly motivated to charter their yacht and want to rise above the competition by significantly raising the levels of service onboard. Yacht owners benefit from a truly motivated, highly qualified crew and will ultimately secure more charter bookings. Yacht charterers benefit from enhanced service levels from start to finish and a crew dedicated to delivering the best experience possible.

To find out more please visit our website, call your nearest office or email us at:

charter@fraseryachts.com

The Superyacht Experts

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COLUMBUS 177

54m (177') | Columbus | 2011 | 24,500,000 EUR

Recently launched 800+ ton displacement yacht with six staterooms and massive deck areas. Excellent quality, construction and engineering, and tenders in a garage. Balcony off owner's stateroom, zero speed stabilizers, LY2 compliant and excellent cruising speed and range. Helicopter landing, big garages and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



FRASER YACHTS



CAMELEON B

43m (139') | Proteksan | 2002 | 11,000,000 EUR

Superbly built by Proteksan-Turquoise, she offers cruising speeds over 20 knots yet long range at 13 knots. Her large, light, airy, stylish and voluminous interior with 6 guest cabins including full beam Owner's stateroom on deck is beautifully executed. Noteworthy are her expansive outside deck spaces, numerous sunning areas, large tenders, garage and ABS class. Her original Owner has kept her in excellent condition.

Stuart Larsen | Ft. Lauderdale +1 954 463 0600 | stuart.larsen@fraseryachts.com
Vassilis Fotilas | Monaco +377 93 100 450 | vassilis.fotilas@fraseryachts.com



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Casa De Campo	+ 1 809 523 2208
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MY TRUST

45m (148') | Hakvoort | 2008 | 23,950,000 EUR

From June 2008. Sleeps 10 in 5 cabins + 4 pullmans, Felix Buytendijk interior and Cor D. Rover exterior, 4500 nm range, volume, Lloyds class and MCA.

Jan Jaap Minnema | Monaco + 377 93 100 450 | JJ.minnema@fraseryachts.com



FRASER YACHTS



GEO Spirit of Expedition

55m (180') | Mariotti | 2014 | 33,000,000 EUR

Why considering a yacht when you can build a ship?

Designed by famous Luca Dini, developed by world renowned Mariotti Shipyard and Fraser Yachts. Exceptional 950GT for 55m, 6 cabins, master on upper deck, 5 cabins on main deck. Huge volumes and large decks spaces with a state of the art enclosable sun deck.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



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Casa De Campo	+ 1 809 523 2208
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NOMADE

36m (119') | Tansu Yachts | 2011 | 9,100,000 EUR

Exceptional distinctive profile masks exceptional performance and solid, sea-keeping abilities achieved through a combination of semi-displacement hull form and narrow entry bow. Beautifully finished and flooded with light.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



FRASER YACHTS



SURPRISE

**36m (115') | McMullen & Wing | 2001/2011
9,000,000 EUR**

One of the most exhilarating, adventurous yet luxurious true ocean explorer yachts available on the market today. Always maintained to highest standard. Exceptional opportunity.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



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AIYANA

24m (81') | Alia Yachts | 2010 | 5,450,000 USD

Racing efficiency and cruising comfort. MCA compliant with high specification including lift-keel, Aiyana is built for safe world cruising or competitive racing with charter income

James Munn | Monaco +377 93 100 450 | james.munn@fraseryachts.com
 Julian Calder | London +44 207 016 4480 | julian.calder@fraseryachts.com



FRASER YACHTS



REGINA | 56m (183') | Med Yachts | 2011 | 11,000,000 EUR

MCA compliant, classically styled schooner with accommodation for 12 guests in 6 beautifully appointed cabins.

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David Legrand | Monaco + 377 93 100 450 | david.legrand@fraseryachts.com

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INFINITY | 46m (150') | Cobra Yachting | 2011 | 9,300,000 EUR

Contemporary design with an immense salon , 6 staterooms, large deck with private sun deck. Rina class and commercially registered.

David Legrand | Monaco + 377 93 100 450 | david.legrand@fraseryachts.com



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PRINTEMPS | 34m (112') | Heesen | 1987/2010 | 2,450,000 EUR
 Printemps is based in Monaco and ideal family yacht to cruise in the French Riviera. NEW CREW AND REFERENCES AVAILABLE.

Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com



SINDONEMO | 30m (100') | Yachting Development | 2000/2010 | 4,000,000 EUR
 Short ad- Sleek performance cruising Sailing Yacht, 2 owners since built and never chartered. Comfortable Layout. Full refit winter 2009/10.

Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com

Sales | Charter | Management | Construction | Crew

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Limassol	+ 357 25 828911

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KONKORDIA | 52m (169') | Alloy Yachts | 2006 | 27,500,000 EUR

KONKORDIA is one of the most attractive and performing Large Sailing Yacht available for sale today. The life on board is luxurious and very spacious; each cabin has been equipped with extra large Hull windows allowing the guests to enjoy the sea life in total

comfort. Built to Lloyd's and MCA she accommodates 10 guests in great comfort. She has a very entertaining open space aft deck leading to salon, dining room and bridge. Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com



VULCAN 46 | 46m (151') | Vicem Yachts | 2012 | 27,000,000 USD

Semi displacement advanced composite fast Motor Yacht, Cruising at 22+ knots. 4000 NM Range at 12 knots. Built to RINA Class and compliant Cayman Island MCA LY2. Owner's stateroom on the main deck and (10) Guest on the lower deck, full beam VIP

cabin, two twin cabins and two double cabins. Modern styling with large open spaces and wide windows. Available for delivery in March 2012. Central Agent.. Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com



FRASER YACHTS

Monthly Showcase

Fast Cruisers

These four yachts represent a small sample of those we have available.
Please contact us for a wider selection that meets your exact requirements.



LAZZARA LSX 92 | 28m (92') | Lazzara | 2009 | 5,750,000 USD

Panoramic loft galley, owner's spa room with side balcony access, beach club with hydraulic swim platform. POD propulsion for less fuel consumption, no noise no vibration.
Jose Arana, Jr. | Ft. Lauderdale + 1 954 463 0600 | jose.aranajr@fraseryachts.com



TEAM VIP | 37m (121') | Couach | 2010 | 7,900,000 EUR

Fantastic 121 ft fast and stylish contemporary yacht cruising fast in comfort.
Pierrik Devic | Monaco + 377 93 100 450 | pierrik.devic@fraseryachts.com
Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



MARLENA II | 32m (105') | Overmarine | 2005 | 3,450,000 EUR

Perfectly maintained, fully commercial registered and charter ready. Four exclusive cabins for seven guests. Water jet Propulsion System for high speeds no noise or vibration.
Jose Arana Jr. | Ft. Lauderdale + 1 954 463 0600 | jose.aranajr@fraseryachts.com



DOLCE VITA | 22m (72') | Uniesse | 2007 | 1,950,000 USD

Spectacular performance with upgraded 1550 HP engines. 4 Guest cabins plus Crew quarters for 2. Extremely clean yacht. Best price on the market.
Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com

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LORETTA ANNE IV | 40m (131') | Alloy Yachts | 2009 | 21,900,000 USD
Gorgeous Alloy, Dubois, Starkey design with on-deck master, office, three en-suites and gym below. Flybridge dining, jacuzzi, tender garage and zero speed stabilizers. MCA and Lloyds!
Jody O'Brien | Ft. Lauderdale + 1 954 463 0600 | jody.obrien@fraseryachts.com



IMAGINATION | 47m (154') | Benetti | 2010 | POA

Julian Calder | London + 44 7918650089 | julian.calder@fraseryachts.com
Nabil El Jammal | London + 44 7501 485 328 | Nabil.ElJammal@fraseryachts.com



X | 47m (155') | Feadship | 1987/2009 | 9,500,000 USD
Exceptional Layout, Feadship Quality, Lloyd's Class, Exceptional Charter record under previous Owners, Good Volume and Great Range. Interior revamp 2009.
Vassilis Fotilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com



CHINA | 33m (110') | Kingship Marine | 2006 | 6,950,000 EUR
Proven explorer yacht. Lloyd's, MCA and Commercially Registered Zero speed stabilisers. Inspection recommended.
Richard Earp | Monaco + 377 93 100 450 | richard.earp@fraseryachts.com



PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 19,900,000 USD
Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master.
Scott French | Fort Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



HARBOUR MOON | 43m (141') | Heesen | 1996/2010 | 11,750,000 EUR
Rebuilt in 1998/99 by Heesen with interior joinery by Struik & Hamerslag, the Owners gave HARBOUR MOON a stylish look. A full refit was completed in May 2010.
Antoine Larricq | Monaco + 377 93 100 450 | antoine.larricq@fraseryachts.com



ALLEGRO | 20m (66') | Azzura Marine | 2006 | 1850000 EUR
Carbon masterpiece Warwick 67 by Azzura Marine. Conceived for short-handed, trouble-free world cruising.
James Munn | Monaco + 377 93 100 450 | james.munn@fraseryachts.com



FRASER YACHTS



MEDUSE | 60m (199') | Feadship | 1996/2006

One of the best known Feadships, complete with helicopter landing facility, six staterooms including two on deck, cinema, gymnasium, elevator, decompression chamber and large tenders.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

SEA BOWLD | 53m (174') | Oceanfast | 2004

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



KRISUJEN | 38m (126') | Feadship | 1982

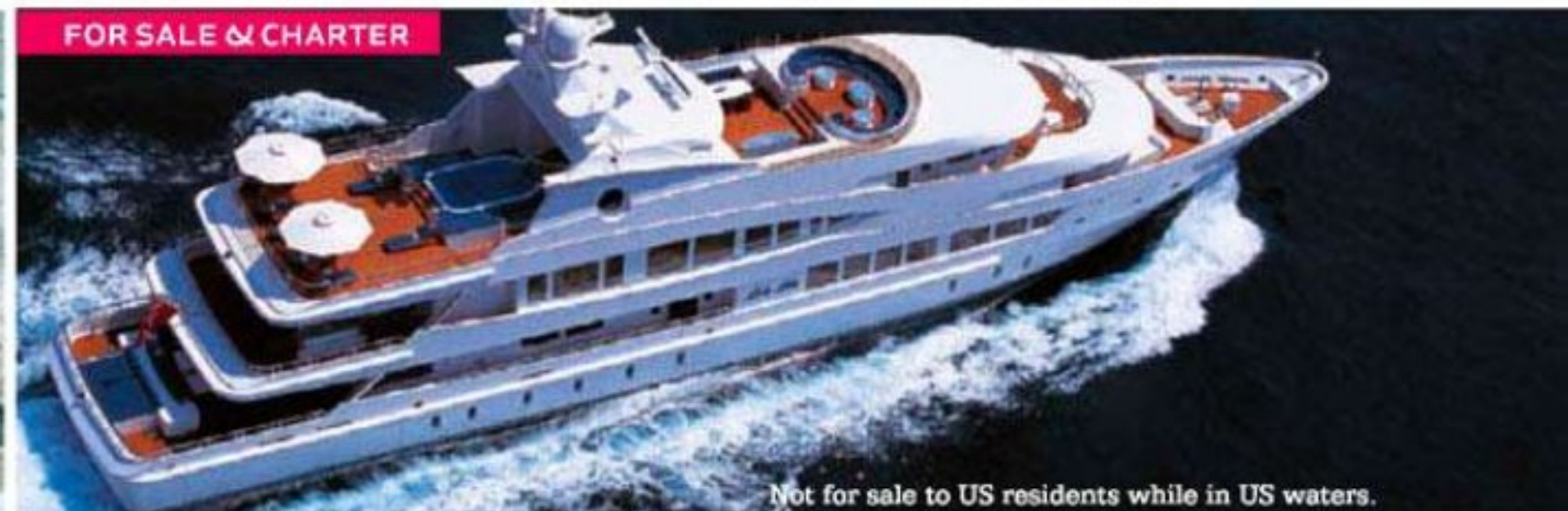
The best classic Feadship available. Exudes quality and loving maintenance throughout. Four staterooms, Caterpillar machinery, good tenders and upgraded equipment. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

ULYSSES | 60m (196') | Exploration Yacht | 2006

Solidly built and finished to the highest standards, ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36") beam over 5 decks. Eight staterooms. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

LADY LOLA | 62m (205') | Oceanco | 2002/2005 | 36,800,000 EUR

63m Oceanco with successful charter records. Lloyds, Class & MCA. A must see.

Antoine Althaus | Monaco + 377 93 100 450 | antoine.althaus@fraseryachts.com

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ELLE | 46m (150') | Tacoma Puglia | 1993/2008

Heavily built steel displacement yacht with massive volume and range. Full width owners stateroom on deck, 4 king staterooms below. Zero speed stabs, recent refit and super condition. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



FOR SALE & CHARTER
ANTINEA | 43m (143') | Sterling | 1985/2010 | 6,850,000 EUR

Serious 6 stateroom fiberglass yacht with proven world cruising history. Not an imitation! Excellent condition after a huge refit. MCA commercial, ABS classed. David Legrand | Monaco + 377 93 100 450 | david.legrand@fraseryachts.com



ALIBI | 51m (167') | CBI Navi | 2005 | 19,750,000 EUR

Large interior volume for this 51m CBI Navi with 6 cabins. Well laid out exterior deck space. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



MONACO YACHT SHOW

MY PETRA | 44m (144') | Heesen | 2009

Almost new five stateroom yacht with fast speeds, long range, zero speeds, garaged tenders and beautiful Dutch quality and pedigree. Impeccable condition. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2013

Beautiful Andrew Winch design, well under construction for fast delivery. Various options are still available for styling and layout including private owner's

deck, 6 staterooms on deck and massive spa area. Helicopter landing, big garages and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



FRASER YACHTS



FAR NIENTE | 26m (86') | Moonen | 2006 | 4,400,000 EUR
 Beautifully maintained 4 stateroom yacht, Lloyds/MCA compliant CAT power with modern interior.
 Jeff Partin | Fort Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com



BEYOND THE CLOUDS | 30m (99') | Benetti | 2004 | 4,400,000 EUR
 Benetti Tradition, 30mt. year 2004; few engine hours and in perfect conditions, a real 'must see'; italian flagged, currently under leasing and priced to sell.
 Oscar Romano | Viareggio + 39 334 688 4998 | oscar.romano@fraseryachts.com



RODRIQUEZ 38MT | 38m (124') | Rodriquez | 2012 | 11,850,000 EUR
 New Construction semidisplacement hull, powered by Cat 1800 HP.
 Delivery in 2012.
 Ciro Petrucci | Viareggio + 39 0584 385090 | ciro.petrucci@fraseryachts.com



PHOENICIA II | 29m (95') | Astondoa | 2001 | 2,950,000 EUR
 Custom made example of the 95' model built at Astondoa with a sky-lounge on top. Breathtaking Burl olive wood "bookend" panelling throughout the entire yacht. VAT PAID.
 Thorsten Giesbert | Palma + 37 971 700 445 | thorsten.giesbert@fraseryachts.com



QUIVIRA | 35m (116') | Benetti | 1979/2008 | 3,995,000 USD
 Exudes old world charm, elegant mahogany interior, a rare find on today's market.
 James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com



EMERALD FJORDS | 25m (82') | Northrop Pac Marine | 1998 | 2,250,000 USD
 An extremely heavy expedition yacht built to travel the oceans in comfort and safety.
 Tom Allen | Seattle + 1 206 382 9494 | tom.allen@fraseryachts.com



KAUALE KAI | 28m (91') | ABD Aluminum | 1996/2005 | 3,950,000 USD
 A remarkable expedition yacht, fully equipped and updated for an active cruiser's lifestyle & economical to run.
 Neal Esterly | San Diego + 1 619 225 0588 | neal.esterly@fraseryachts.com



SENTIMENTAL JOURNEY | 26m (85') | Kuipers | 1985/2004 | 2,500,000 USD
 The fabled Doggersbank, built in Holland. Transoceanic yacht with 3000 mile range.
 Patrick McConnell | San Diego + 1 619 225 0588 | patrick.mcconnell@fraseryachts.com
 James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com

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KEEP COOL | 33m (108') | San Lorenzo | 2009 | 8,000,000 EUR

Delivered with full options from this master Italian shipyard renowned for their glamour and no-compromise quality.

David Legrand | Monaco + 377 93 100 450 | david.legrand@fraseryachts.com



MARIA II OF LONDON | 30m (101') | Ferretti | 2007 | 4,800,000 EUR

Hull #18 of this Ferretti best-seller Custom Line Navetta Series in top condition. Beautiful Classic interior furnished gives a classic "yacht club" atmosphere.

Exceptional decks areas for her size. Great charter capacity. Commercially registered and MCA compliant.

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REFIT 2008 AND 2009 BRING OFFERS. CALL FOR DETAILS.



115 FALCON 2005

TRY 3,500,000 EURO. CALL FOR COMPLETE DETAILS.



100 HATTERAS 2002

\$3,890,000 BRING OFFERS. CALL FOR COMPLETE DETAILS.



84 KUIPERS 2001

REFIT AND PAINTED 2008. ASKING \$4.900,000 BRING OFFERS.



80 AZIMUT 2005

ASKING 1,790,000.



76 FERRETTI 2003

BRING OFFERS. \$1,699,000 CALL FOR MORE DETAILS.



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On Display at the 2011 Fort Lauderdale Boat Show



FELICITA WEST 210' (64m) :: Perini Navi :: 2003/2011 :: €28,000,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

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NOT FOR SALE TO U.S. RESIDENTS WHILE IN U.S. WATERS



DESTINATION FOX HARB'R TOO 161' (49m) :: Trinity :: 2008 :: \$24,900,000
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com

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NEWVIDA 160' (49m) :: Delta :: 2001/2009 :: \$19,500,000
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MR. TERRIBLE 154' (47m) :: Delta :: 2007 :: \$31,500,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

Available for Inspection During the Monaco Yacht Show



TENAZ 131' (40m) :: Dubois/Pendennis :: 1996/2010 :: €7,550,000
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



ANDROMEDA LA DEA 154' (46m) :: Perini Navi :: 1990/2006 :: \$19,883,000
Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



FATHOM 147' (44m) :: Custom :: 2007 :: \$13,540,000
Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com



GALLANT LADY 168' (51m) :: Feadship :: 2007 :: \$49,500,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

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KINGFISHER 142' (43m) :: Feadship :: 1987/2008 :: \$12,900,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



HANA 141' (43m) :: CRN :: 2008 :: €15,950,000
Andrew Cosgreave :: Fort Lauderdale :: 1 954 522 3344 :: andrew.cosgreave@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



SEAGULL 131' (40m) :: Feadship :: 1982 :: Price On Application
Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com

New to Market



LOCHIEL 104' (32m) :: Alloy :: 1982 :: \$3,300,000
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



PARLAY 126' (38m) :: Ortona Navi Ketch :: 1991 :: \$6,950,000
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: michael.nethersole@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



ONIKA 110' (34m) :: Delta :: 1993/2004 :: \$4,900,000
Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com



SIRIUS OF MAN 100' (31m) :: Sunseeker :: 2002 :: €2,500,000
John Weller :: Fort Lauderdale :: +1 561 379 5431 :: john.weller@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



UNFORGETTABLE 100' (30m) :: Inace :: 1997/1999 :: \$4,750,000
Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com

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EAGLE'S NEST 98' (30m) :: MCP Yachts :: 2007 :: \$5,995,000
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



AUDACIOUS 95' (29m) :: Inace :: 2003 :: \$3,995,000
Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com



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MY KAMPAI 92' (28m) :: Mangusta :: 2005 :: \$4,995,000
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



DESIRADE 92' (28m) :: Sangermani :: 1998 :: \$3,492,000
Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com

On Display at the 2011 Fort Lauderdale Boat Show



GRAZIANNA 91' (28m) :: Palmer Johnson :: 1999 :: \$3,195,000
Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 :: chuck.macmahon@northropandjohnson.com



SCEPTRE 91' (27m) :: Camper & Nicholsons :: 1991 :: \$2,708,000
Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



CAPO GIRO 82' (24m) :: Nautor Swan :: 2003 :: \$4,850,000
Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



MORNING CLOUD 78' (23m) :: Jongert :: 1987 :: \$1,375,000
Jonathan Chapman :: Newport :: +1 401 474 4793 :: jonathan.chapman@northropandjohnson.com

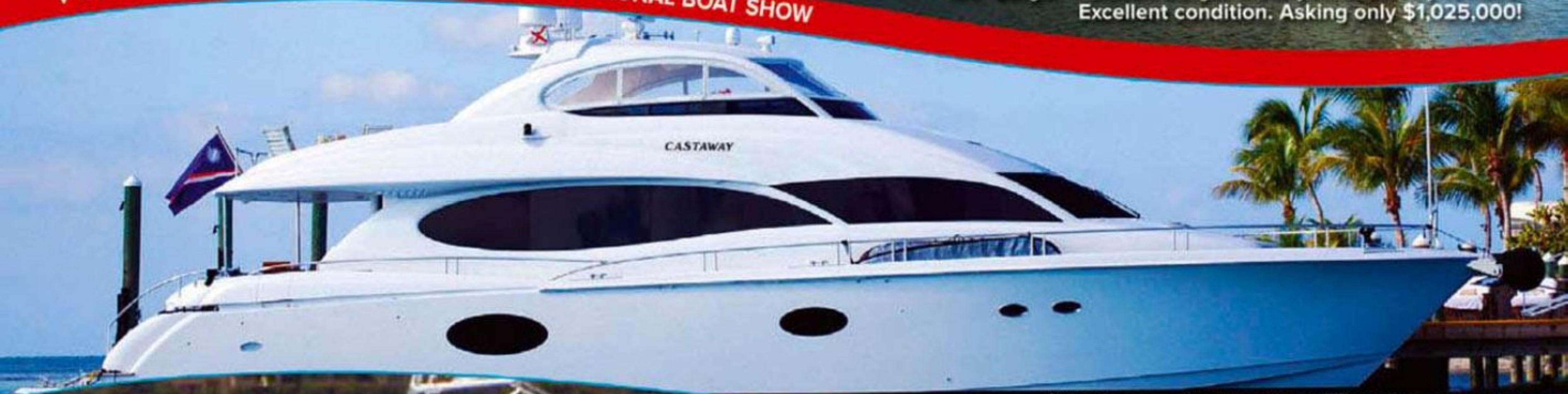
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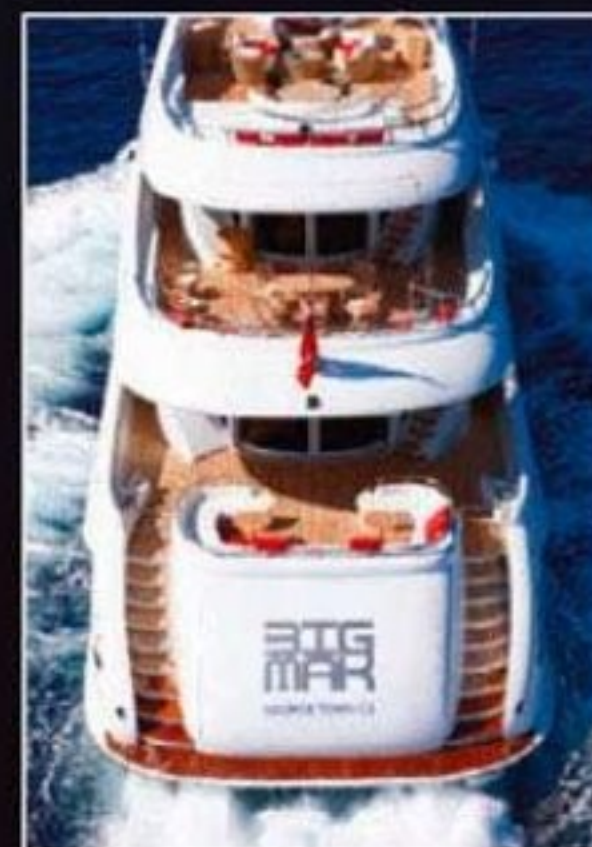
the deal of the monaco yacht show



Big Mak | Heesen | Monaco
47.6m | 1998 | €8,900,000

Built in 1998 to Heesen's high standards, 'BIG MAK' evokes the Dutch quality in engineering and craftsmanship, united with the beauty of gracious sweeping lines and a sleek contemporary design. Highly maintained to the utmost standards by a diligent Captain and crew, whilst hours on the engines and generators, which are in sound condition, are impressively low. The yacht's interior is light and airy, very spacious and contemporary. The form is clean and simple, uncluttered and understated.

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jimmy@bluewateryachting.com



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Mondo Marine 54M | 2012

For Sale: €28,500,000

Exclusive Central Agent

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Infinity | 29m Moonen | 2007

For Sale: POA

Exclusive Central Agent

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taTii | 41m Tamsen | 2009

For Sale: € 14,900,000

For Charter: € 145,000 per week

Exclusive Central Agent

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Streamline | 50m Mondo Marine | 2009

For Sale: € 17,500,000

Exclusive Central Agent

Jimmy Broddesson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Mondo Marine 45M | 2013

For Sale: € 22,500,000

Exclusive Central Agent

Jimmy Broddesson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com

telephone +33 493 34 34 13

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ANTIBES | PALMA | FORT LAUDERDALE | LONDON | ZUG

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Akula | Amels
59m | 1974 | US\$14,750,000

Originally delivered as a Dutch Navy Vessel in 1974 and converted in 1999, Akula (ex Elanymor) has travelled the world and recently benefitted from a major interior and exterior refit along with replacing the 3 generators powering her diesel electric propulsion system.

With a fully enclosed climate controlled helicopter hangar and the capability of carrying many toys and tenders (up to 11.00m), she is well equipped to cruise the world. * Not for sale to U.S. Residents while in U.S. Waters.

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simon@bluewateryachting.com

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Mystic | CMB Yachts | 2010

For Sale: € 15,995,000

Joint Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Zeus | 50m Mangusta | 2009

For Sale: € 27,500,000

For Charter: € 250,000

Exclusive Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Les | 33m Mangusta | 2007

For Sale: € 6,500,000

For Charter: € 82,500 per week

Joint Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Stanley Z | 43.3m Trinity Yachts | 2003 (refit 2008)

For Sale: US\$ 14,900,000

Exclusive Central Agent

Simon Ting | +33 6 18 06 03 42 | simon@bluewateryachting.com



Mondo Marine 41M | MKII | 2012

For Sale: € 15,900,000

Exclusive Central Agent

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telephone +33 493 34 34 13

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ANTIBES | PALMA | FORT LAUDERDALE | LONDON | ZUG



QuattroAssi | 33m San Lorenzo | 2006
For Sale: € 3,850,000

Exclusive Central Agent

Jimmy Broddesson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Novela | 29m CBI Navi | 2000
For Sale: €2,500,000

Exclusive Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Little Jems | 26M Leopard | 2004
For Sales: €1,950,000

For Charter: €39,500 per week

Exclusive Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Equilibrium | Mangusta 100 | 1996
For Sale: €2,100,000

For Charter: €55,000 per week

Exclusive Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Santa Valentina | 26m Elegance | 2009
For Sale: €2,480,000

Exclusive Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Viking Legacy | 28m Farocean Marine | 1996
For Sale: €2,700,000

Exclusive Central Agent

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Adam | 21m Azimut | 2008
For Sale: €1,250,000 (VAT Paid)

For Charter: €28,000 per week

Exclusive Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Alexsophie | 23m Azimut | 2007
For Sale: €1,900,000

For Charter: €31,500 per week

Exclusive Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Calista | 23.5m Pershing 76 | 2004
For Sale: €950,000

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AGATHA

€9,000,000 EX VAT. New Central



CRN 128 2006 2x MTU 2775 h.p

Supplied new by Top Yachts in 2006 to an extremely high specification including zero-speed stabilisers, this luxury Tri-deck yacht has sumptuous accommodation for 10 in five cabins plus 8 crew.

Rarely available on the brokerage market and having just completed her full annual maintenance at the CRN shipyard viewing is highly recommended.

Lying Mediterranean.

ISA 133

€ 7,500,000 EX VAT.



ISA 133 2007 2x MTU 3750 h.p

With a top speed of 34 Knots and a very high specification this beautifully designed 5 cabin yacht has everything including fore-deck lounge and a custom gymnasium. In immaculate condition with low hours and very light use she represents incredible value. Viewing highly recommended. Lying Western Mediterranean.

"MIMA"

€4,995,000 EX VAT. Offers invited



Shama Yachts 118 Open 2008

2x Cat 1800 1x Cat 1675 waterjets.

A unique opportunity to purchase a fast custom 5 cabin luxuriously appointed open yacht. Built to the very highest specifications for her discerning owner with a top quality designer interior she is in as new condition and ready to cruise. Viewing highly recommended.

Lying Malta.

CUSTOM LINE 97

€P.O.A.



Ferretti Custom Line 97 2007 2xMTU 2400 hp

A great opportunity to purchase a very high specification 5 cabin CL97. This yacht is fully equipped with everything you need to cruise in absolute luxury including Zero speed anti-roll-gyro stabilisers. Private use only-low hours. Viewing is highly recommended.

Lying Western Mediterranean.

DREAMCATCHER

€3,995,000 VAT PAID Motivated seller.



Ferretti Custom Line 94 2004 2xMTU 2000 hp

Supplied by Top Yachts new to her sole owner she has a very high level of extras and is in superb condition having only had private use and is always maintained to a very high standard. Just completed her annual refit now ready to cruise. Surely the best CL 94 available today.

Lying Palma.

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296'/90M Corsair 2008 **NERO***

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204'/62M Feadship 2000/10 **FORTUNATO***

CENTRAL AGENT

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203'/62M VSY 2010 **ROMA***

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for Sale



200'/61M Feadship 2006 **APRIL FOOL***

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168'/51M Oceanco 1997/10 **LAZY Z***

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164'/50M Hakvoort 2006/10 **JeMaSa***

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161'/49M Trinity 2009 **BLIND DATE***

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153'/47M Feadship 2001/10 **SEA RACER**

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223'/68M Nobiskrug 2010 **SYCARA V*** ▼



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220'/67M Shadow Marine Expedition 2007 **ALLURE SHADOW** ▼



for Sale

CENTRAL AGENT

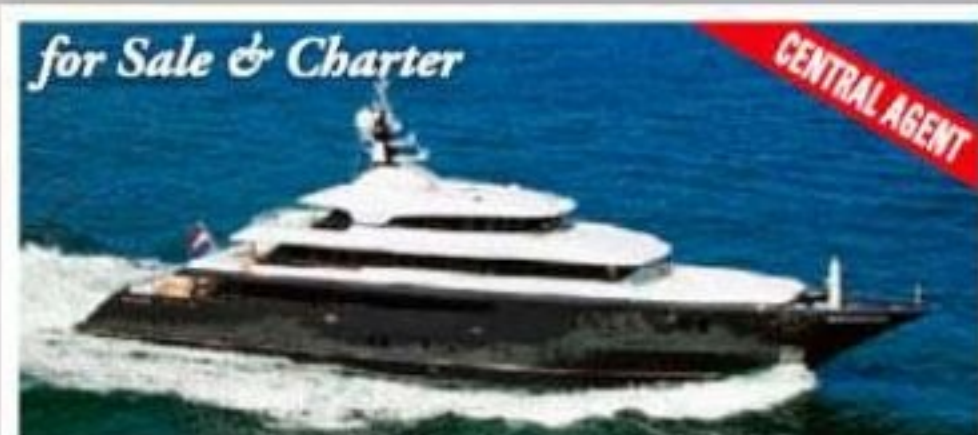
157'/48M Christensen 2006 **THIRTEEN** ▼



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154'/47M Heesen 2009 **BLIND DATE*** ▼



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205'/63M Icon 2010 **ICON*** ▼



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177'/54M Mondomarine 2012 **HULL #1***



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167'/51M Mondomarine 2012 **HULL #4***



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163'/50M Nereids Yachts 2005 **AZTECA II*** ▼



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161'/49M Trinity 2007/10 **GLAZE** ▼



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157'/48M Christensen 2007 **LADY JOY***



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157'/48M Christensen 2007 **SCOTT FREE** ▼



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154'/47M Perini Navi 1990/06 **ANDROMEDA LA DEA***



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152'/46M Perini Navi 1991/07 **ANTARA*** ▼



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150'/46M Palmer Johnson 2007 **O'KHALILA*** ▼



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145'/44M Heesen 1990/09 **AT LAST** ▼



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138'/42M Mondomarine 1991/01 **TRINITY II***

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CENTRAL AGENT
136'/42M Intermarine 1999/07 **BOSSY BOOTS II*** ▼



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CENTRAL AGENT
134'/41M Mondomarine 2012 **HULL #8***



for Sale
CENTRAL AGENT
132'/40M Trident Shipworks 1999 **CRILI** ▼



for Sale
CENTRAL AGENT
131'/40M A&R 1987 **SILVER SHALIS** ▼



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125'/38M Broward 1989/03 **SHOWTIME** ▼



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124'/38M Broward 2007 **HERITAGE III** ▼



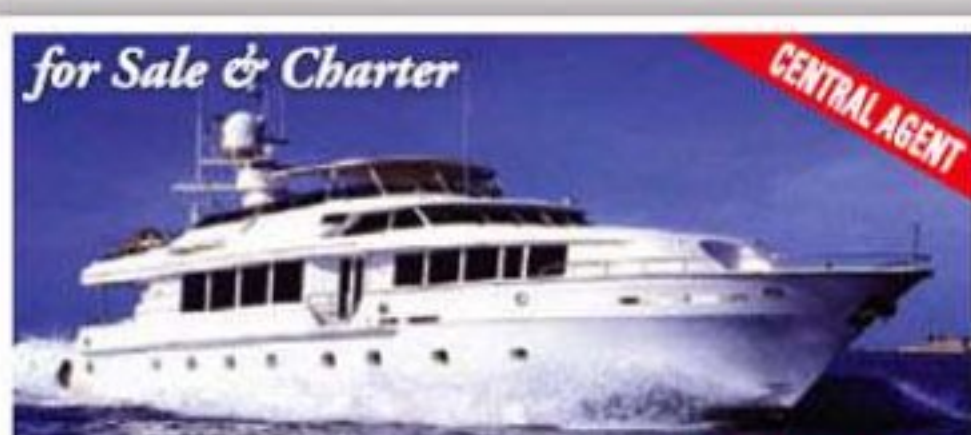
for Sale
CENTRAL AGENT
122'/37M CRN 1978/08 **LADY EVA***



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121'/37M Crescent 2003/10 **OLGA*** ▼



for Sale
CENTRAL AGENT
121'/37M Denison 1986/02 **NEWS***



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118'/36M Intermarine 2000 **SAVANNAH** ▼



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CENTRAL AGENT
116'/35M Feadship 1970/08 **UTOPIA II**



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115'/35M Broward 1997 **CLAIRE** ▼



for Sale
CENTRAL AGENT
112'/34M Leopard Express 2008 **LA IGUANA*** ▼



for Sale
CENTRAL AGENT
110'/34M Christensen 1992 **R RENDEZVOUS** ▼



for Sale
CENTRAL AGENT
108'/33M Hargrave 2006 **FREEDOM R*** ▼



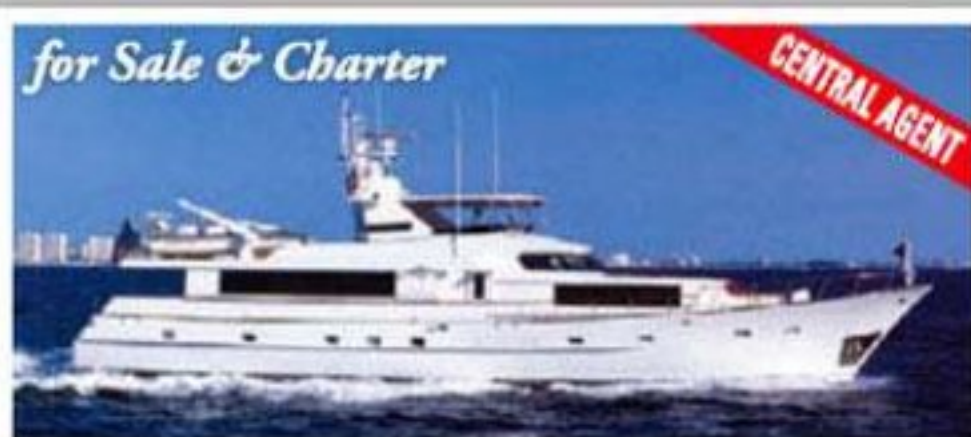
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CENTRAL AGENT
108'/33M Mangusta 2004/10 **PAN DEI 2*** ▼



for Sale
CENTRAL AGENT
105'/32M Mangusta 2000/11 **HAMSA*** ▼



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102'/31M Oceanfast 1989/11 **GAZELLE** ▼



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102'/31M Broward 1984/05 **LIQUIDITY**



for Sale
CENTRAL AGENT
101'/31M Leopard 2008 **PAN DEI 1*** ▼



for Sale
CENTRAL AGENT
96'/29M N.E. Boat Works 2003 **VAKOMAANO** ▼

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92'/29M Intermarine 2001 **KRISHELLE** ▼



for Sale

CENTRAL AGENT

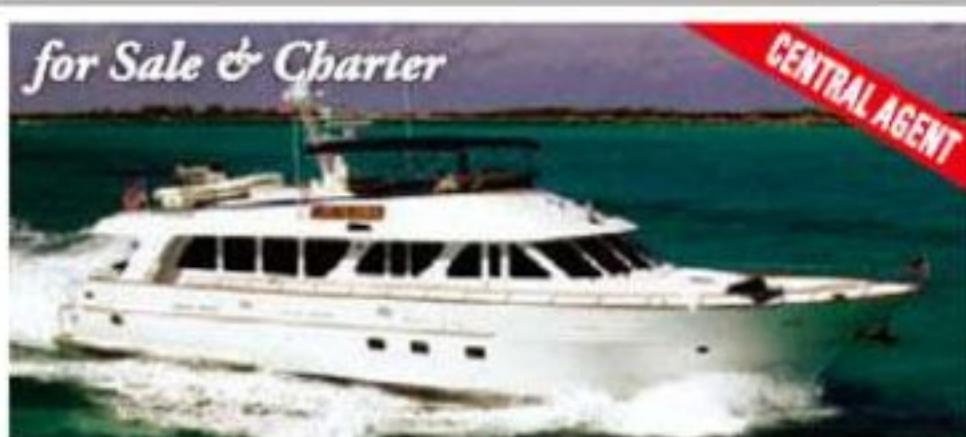
92'/28M Palmer Johnson 1985/11 **PEGASUS III** ▼



for Sale

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90'/27M Pershing 2008 **FRAILECH*** ▼



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88'/27M Rayburn Custom 2004 **LADY VICTORIA**



for Sale

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88'/27M Pershing 2003 **JK*** ▼



for Sale

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86'/26M Hatteras Sportfish 2002 **SPHEREFISH**



for Sale

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80'/24M Donzi Sportfish 2010 **R-80** ▼



for Sale

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80'/24M Hatteras 2004 **OCEAN VIEW** ▼



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80'/24M Sunseeker Predator 1998 **AGAPE LOVE***



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80'/24M DeVries Lentsch 1930/02 **LELANTA***



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79'/24M Leopard Express 2000/06 **DOLCE VITA II*** ▼



for Sale

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75'/23M Sunseeker 2005 **CHAIRMAN** ▼



for Sale

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73'/22M Donzi Sportfish 2010 **R-73** ▼



for Sale

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70'/21M Hatteras Sportfish 2003 **USELESS*** ▼



for Sale

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65'/20M Marquis 2007 **GOOD TIMING**



for Sale

CENTRAL AGENT

62'/19M Little Harbor 1982/07 **EASTERN SKY II**



for Sale

CENTRAL AGENT

56'/17m Derektor 1977 **FLYING GOOSE**



for Sale

CENTRAL AGENT

58'/18m Grand Harbour F/B 2008 **SYMBAN*** ▼



for Sale

CENTRAL AGENT

52'/16M Hatteras S/F 1992 **BAER NECESSITY** ▼



for Sale

CENTRAL AGENT

45'/14M Wally Tender C013 2003 **WALLY**



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44'/13M Hinckley 2000 **LADY LAURIE**

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Craig Cadwalader



76' CUSTOM PEDRICK DESIGN **\$2,750,000**

Built by Admiral, USA, Fiberglass/Composite const., 3 Staterooms+ crew
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70' JOHNSON **\$999,000**

4 Staterooms + crew, On-deck Galley, 1150 hp Diesels
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65' EURO MARINE **€4,000,000**

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A lovely steel motoryacht designed to cruise worldwide in comfort & safety
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Brian Hermann
brian@ardell.com



78' WEST BAY SONSHIP **\$1,995,000**

Flush deck motoryacht, Walk around side decks, Large covered aft deck
 3 Staterooms + crew, Teak interior, 2001

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60' APREAMARE **\$750,000**

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NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

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KISMET 223 Ft. (68m) Lürssen 2007

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LADY KATHRYN V 200 Ft. (60m) Lürssen 2011

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IROQUOIS 164 Ft. (50m) Feadship

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MADSUMMER 147 Ft. (44.6m) Feadship 2008

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WORLDWIDE CENTRAL AGENTS

4YOU 154 Ft. (47m) Heesen 2009

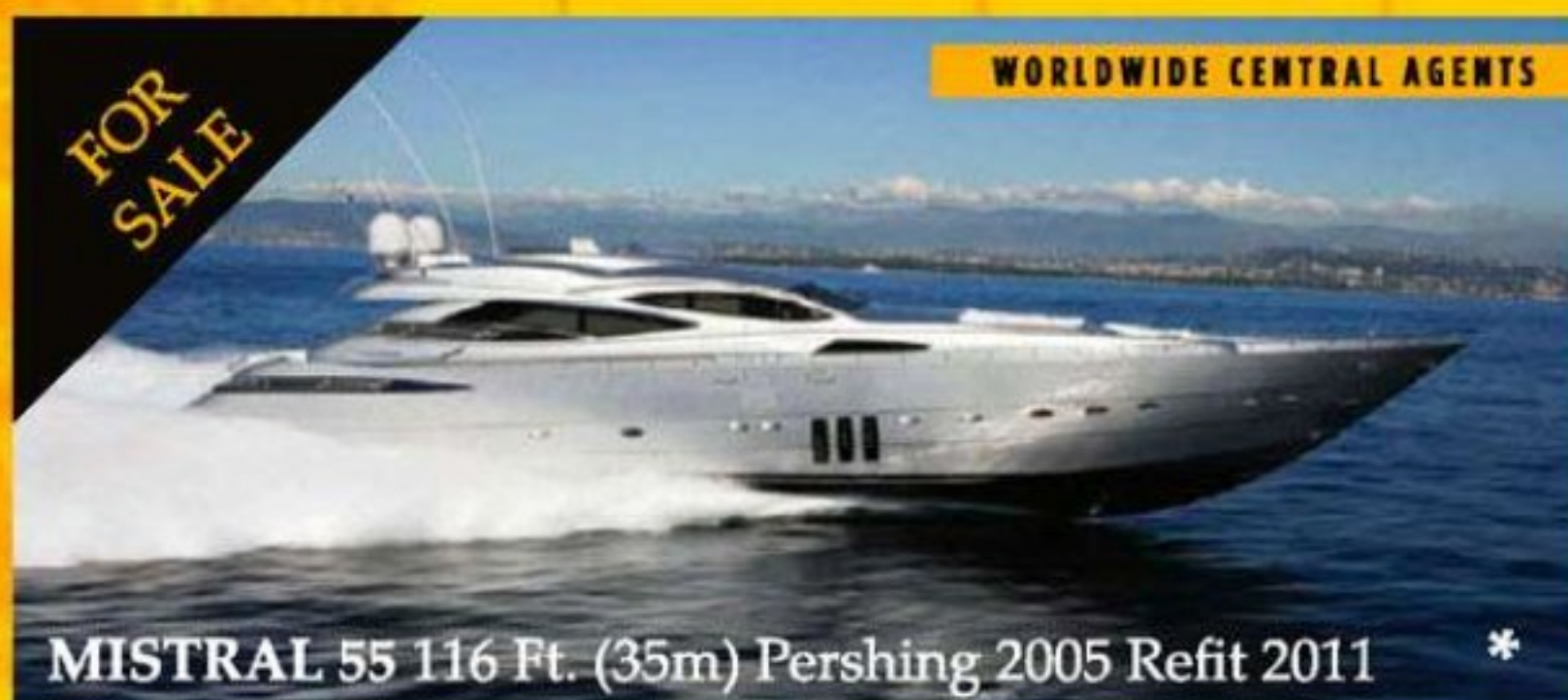
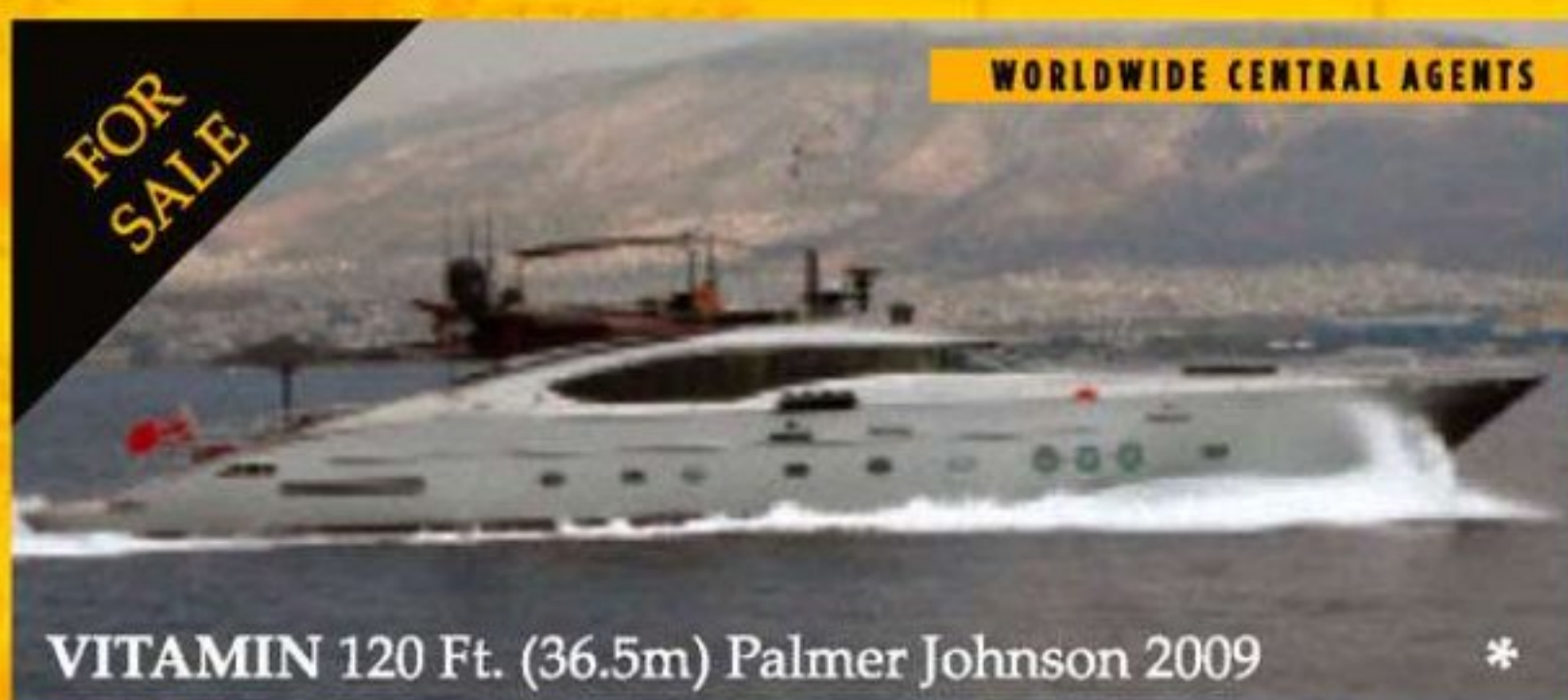
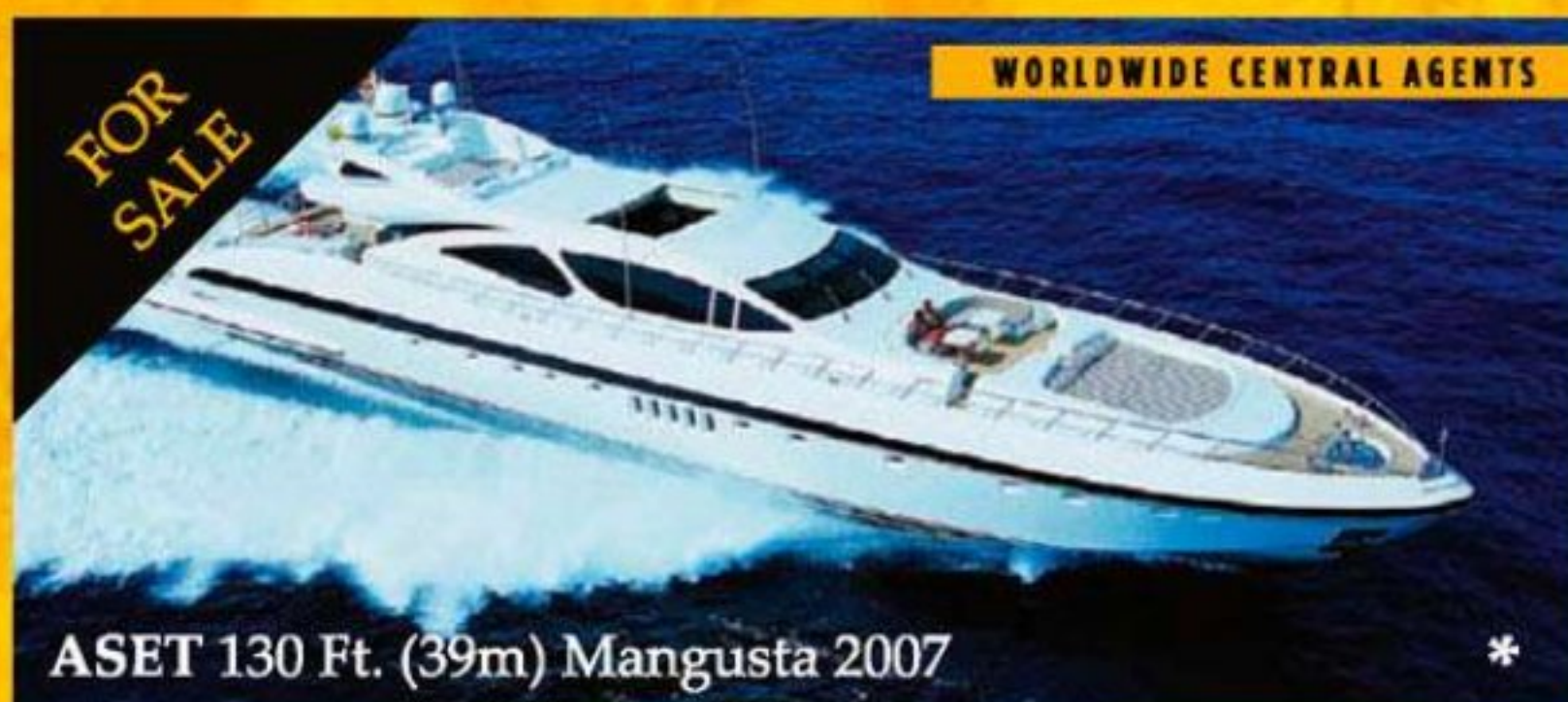
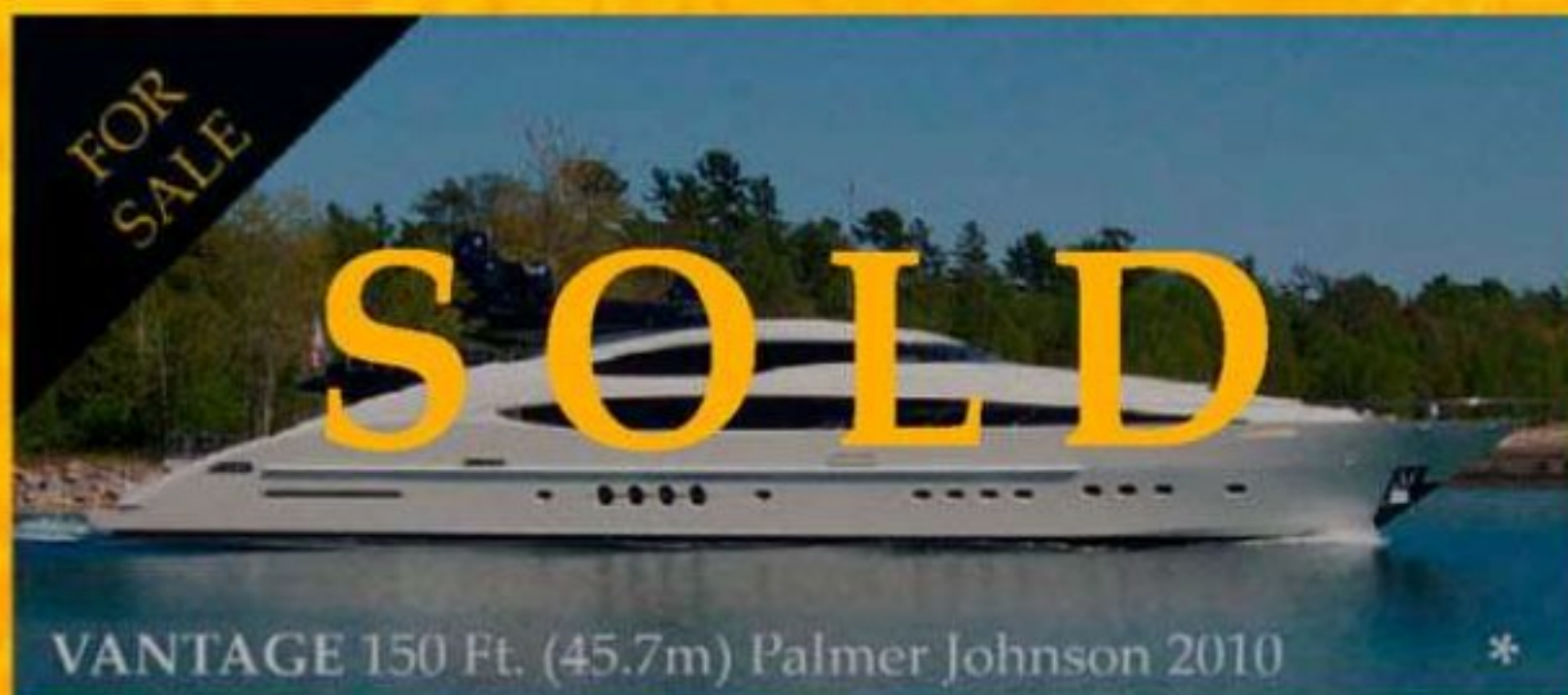
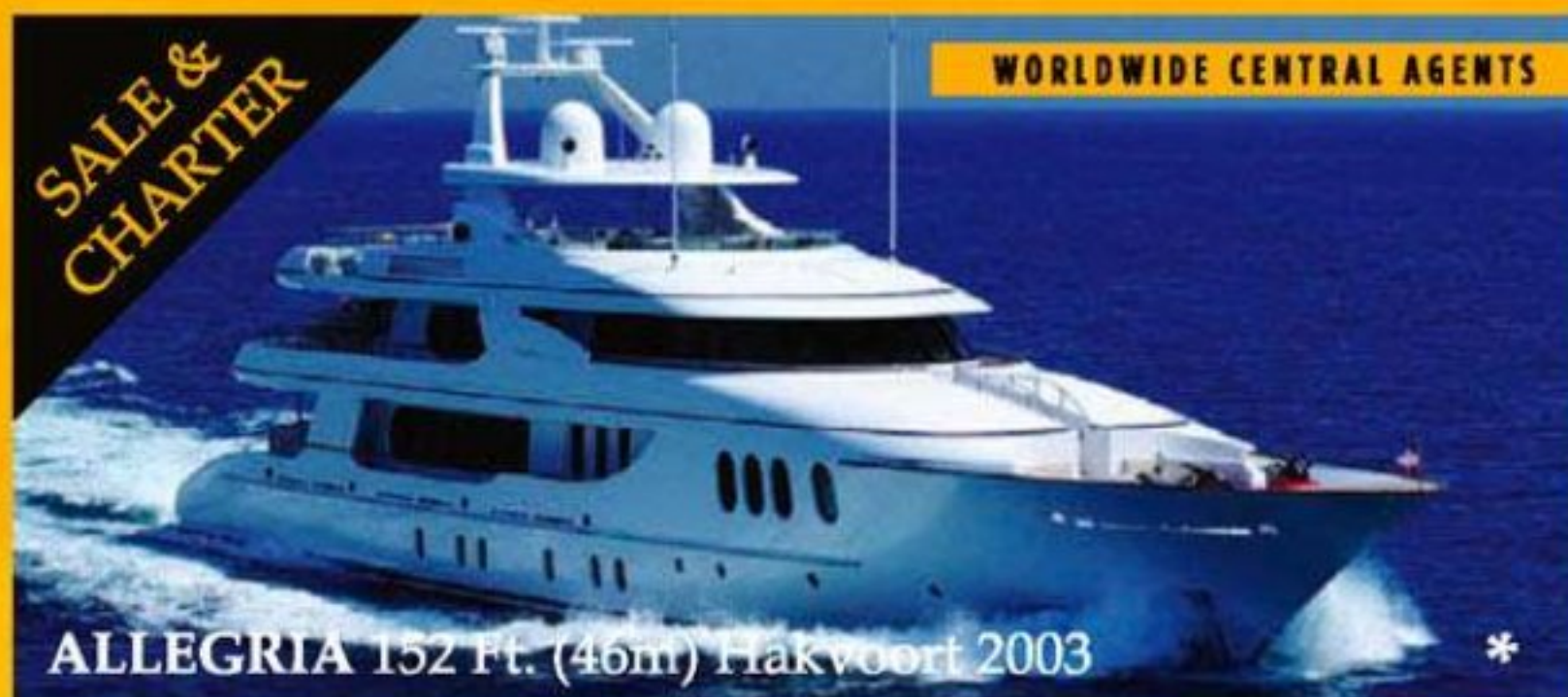
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POLAR STAR 63.4m



CAPRI 59.5m



LIVING THE DREAM 90m



PHOENIX 61.5m



FIREBIRD 86m



BELLISSIMO 88m



KISMET 68m



ROCKY 90m



GARCON 68m



PHOENIX 2 87m



MADSUMMER 78.4m



SOLITUDE 70m



LADY KATHRYN V 61m



NIKKI 86m



NORTHERN STAR 75.6m



SOLEMATES 60m



ATLANTIS 49m



APOSTROPHE 39m



ONENESS 45.7m



LADY KATHRYN IV 50m



IROQUOIS 49.7m



ALLEGRIA 46m



TROPIC 135m



VITAMIN 36.9m



NINA 55m



BATTERED BULL 52.2m



PINTA 57m

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makira



43 m - Italyachts - 2010/2011 - 8/9 guests in 4 cabins - 5 crew - 3 x MTU 2400 hp (ABS).



Asking price : **Eur 14 000 000**

sensei



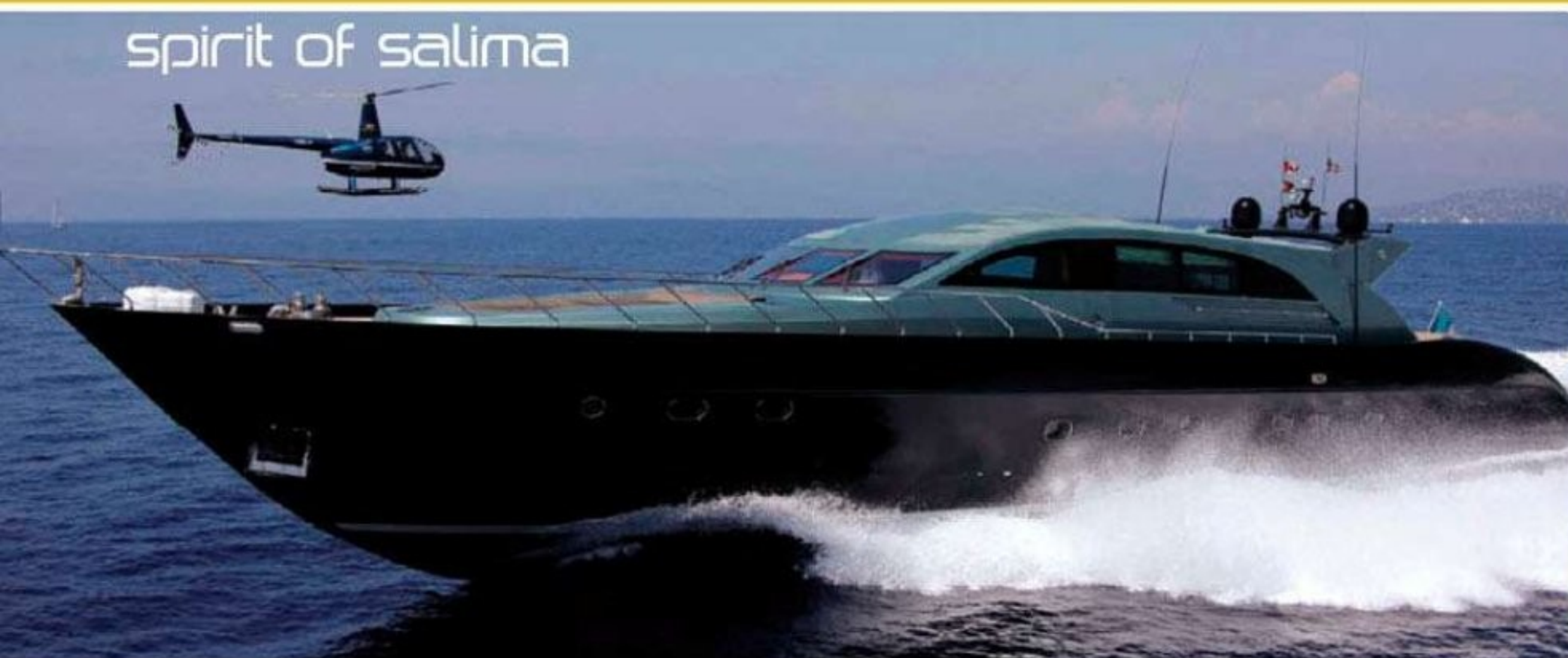
Also available for charter.

39 m - Mitsubishi - 1992 / 2007 - 10 guests in 5 cabins - 7 crew - 2 x MITSUBISHI 1100 hp (MCA, commercially reg.)



Asking price : **Eur 5 600 000**

spirit of salima



34,20 m - Tecnomar - 2006 - 6 guests in 3 cabins - 5 crew - 2 x MTU 2285 hp (VAT paid)



Asking price : **Eur 4 380 000**

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... exceeding your expectations



sales | charter | management



31 m - Falcon - 2004 - 10 guests in 5 cabins - 5 crew - 2 x MTU 2000 hp (Rina, MCA, commercially reg.)



bojangles

Also available for charter.

Asking price : **Eur 2 100 000**



28,04 m - Mangusta 92 - 2006 - 8 guests in 4 cabins - 4 crew - 2 x MTU 2400 hp - Same owner since new, never chartered (VAT paid)



taiji

Asking price : **Eur 2 950 000**



21,32 m - Sunseeker - 2008 - 8 guests in 4 cabins - 2 crew - 2 x MAN 1550 hp (MCA, commercially reg.)



maevaflor IV

Also available for charter.

Asking price : **Eur 1 700 000**

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52 m - Golden Yachts - 2007/2010 - 12 guests in 7 cabins - 12 crew



victory

Available from **€ 240 000 per week WMT**



39 m - CRN Ancona - 2009 - 12 guests in 5 cabins - 7 crew



lady belmor

Available from **€ 110 000 per week WMT**



30,70 m - Couach - 2007/2009 - 8 guests in 4 cabins - 4 crew



mayama

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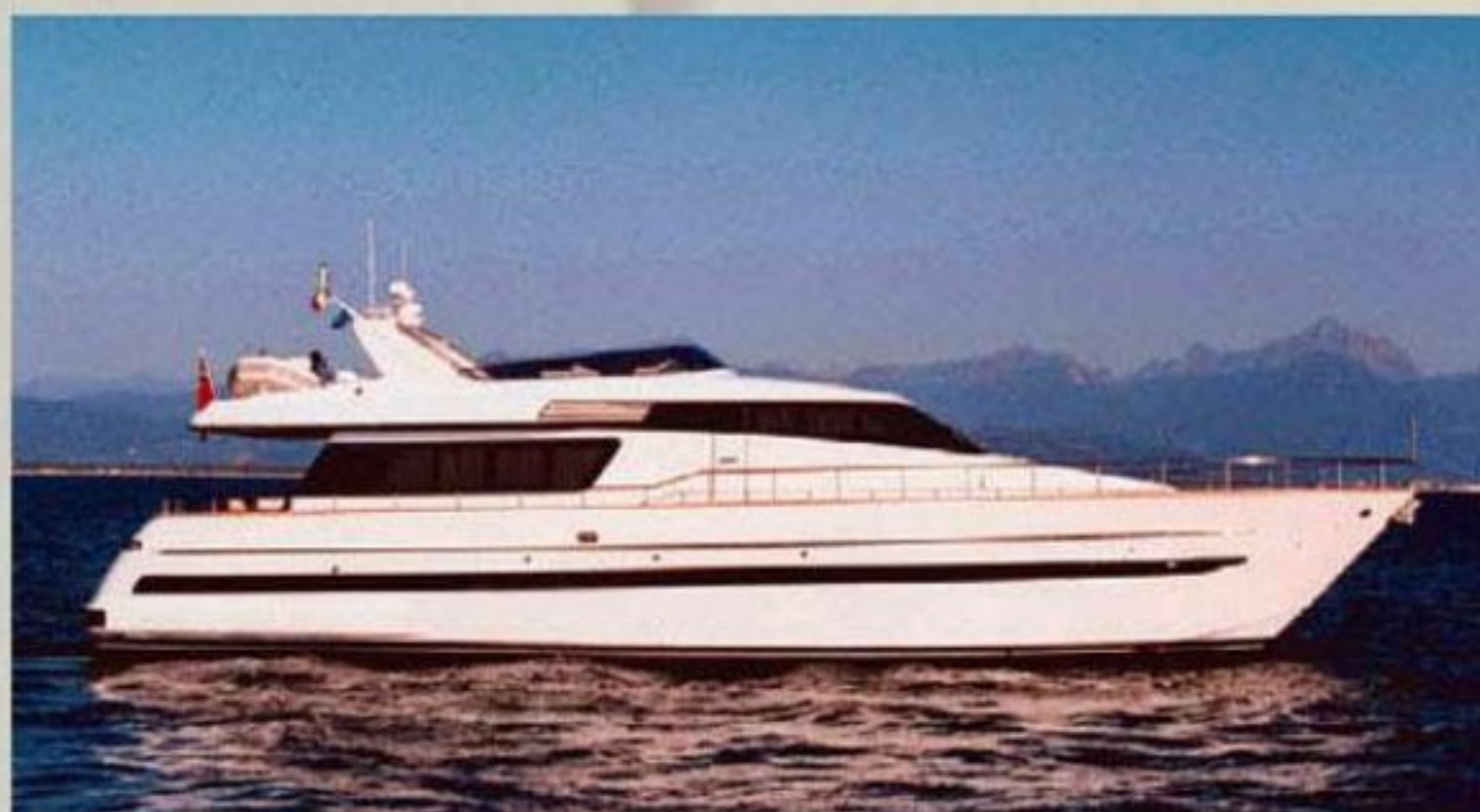
SL82

Year: 2008
Engines: CAT C 32 (2 x 1.670 Hp)
Lying: Italy
Price: € 3.000.000,00 (+ VAT)



SL72 - 511 "ROSETTA"

Year: 2007
Engines: MTU10V2000 M92 (2 x 1.380 Hp)
Lying: Palma de Mallorca (Spain)
Price: € 2.400.000,00 (+ VAT)



SL72 - 405 "ECLIPSIS"

Year: 2000
Engines: MAN D2842LE404 (2 x 1.300 Hp)
Lying: La Spezia (Italy)
Price: € 1.200.000,00 (VAT paid)



SL62 - 529 "EMMEMME"

Year: 2009
Engines: MTU 8V2000M92 (2 x 1.100 Hp)
Lying: La Spezia (Italy)
Price: € 1.650.000,00 (+ VAT)

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SL108 - 513 "KOS"

Year: 2008
Engines: MTU 16V2000M93 (2 x 2.435 Hp)
Lying: La Spezia (Italy)
Price: € 6.500.000,00 (VAT paid)



SL88 - 522 "GUALICHO"

Year: 2008
Engines: MTU 16V2000M92 (2 x 2.216 Hp)
Lying: La Spezia (Italy)
Price: € 4.000.000,00 (VAT paid – Leasing)



PRINCESS 67 FLY "ENIGMA"

Year: 2007
Engines: MAN D2840LE423 (2 x 1.100 Hp)
Lying: La Spezia (Italy)
Price: € 1.250.000,00 (+ VAT)



AZIMUT 70 FLY "GAME"

Year: 2009
Engines: MAN V12 1360 (2 x 1.360 Hp)
Lying: La Spezia (Italy)
Price: € 2.000.000,00 (+ VAT)



ELEGANCE 88 DYNASTY "SAPHIRA"

Year: 2004
Engines: MTU 12V2000M91 (2 x 1.500 Hp)
Lying: Palma de Mallorca (Spain)
Price: € 1.950.000,00 (+ VAT)



HEESEN 83 FLY "FABIENNE"

Year: 1990
Engines: GM 12V92TA (2 x 1.080 Hp)
Lying: Palma de Mallorca (Spain)
Price: € 1.750.000,00 (+ VAT)



ASTONDOA 95

Year: 2004
Engines: MTU 16V2000M91 (2 x 2.000 Hp)
Lying: Palma de Mallorca (Spain)
Price: € 2.500.000,00 (+ VAT)



COUACH 2200 FLY

Year: 2006
Engines: MTU 8V2000M93 (2 x 1.200 Hp)
Lying: Antibes (France)
Price: € 1.500.000,00 (VAT paid)

sistership



RIVA OPERA 85 "MENTXU"

Year: 2006
Engines: MTU 16V2000M91 (2 x 2.000 Hp)
Lying: La Spezia (Italy)
Price: € 3.000.000,00 (VAT paid)



Sistership

MOCHI DOLPHIN 64 "STERO"

Year: 2007
Engines: MAN V12-1224 (2 x 1.224 Hp)
Lying: La Spezia (Italy)
Price: € 1.600.000,00 (VAT paid - Leasing)



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photo: Gilles Martin-Raget

AORI Wally 80

Styling and interiors of Wally and Lazzarini Pickering Architects, hull lines of Farr Yacht Design. AORI features a canting keel for enhanced performance and comfort. Accommodation for 6/8 in 3 cabins plus crew. Wally, 2004 - 23.99 m / 78' 8" Asking price € 3,300,000

GESEN 47 Wallypower

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Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.



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ALSO FOR CHARTER

*Not for sale or charter to U.S. residents while in U.S. waters.

DEEP BLUE II 43.80m (143.7 ft) | Oceanco | 1996/2008 | Florida | USD 15,900,000

NEW LISTING FOR SALE


SOPHIE BLUE 41.00m (134.6 ft) | CBI Navi | 1998 | West Med | EUR 6,900,000



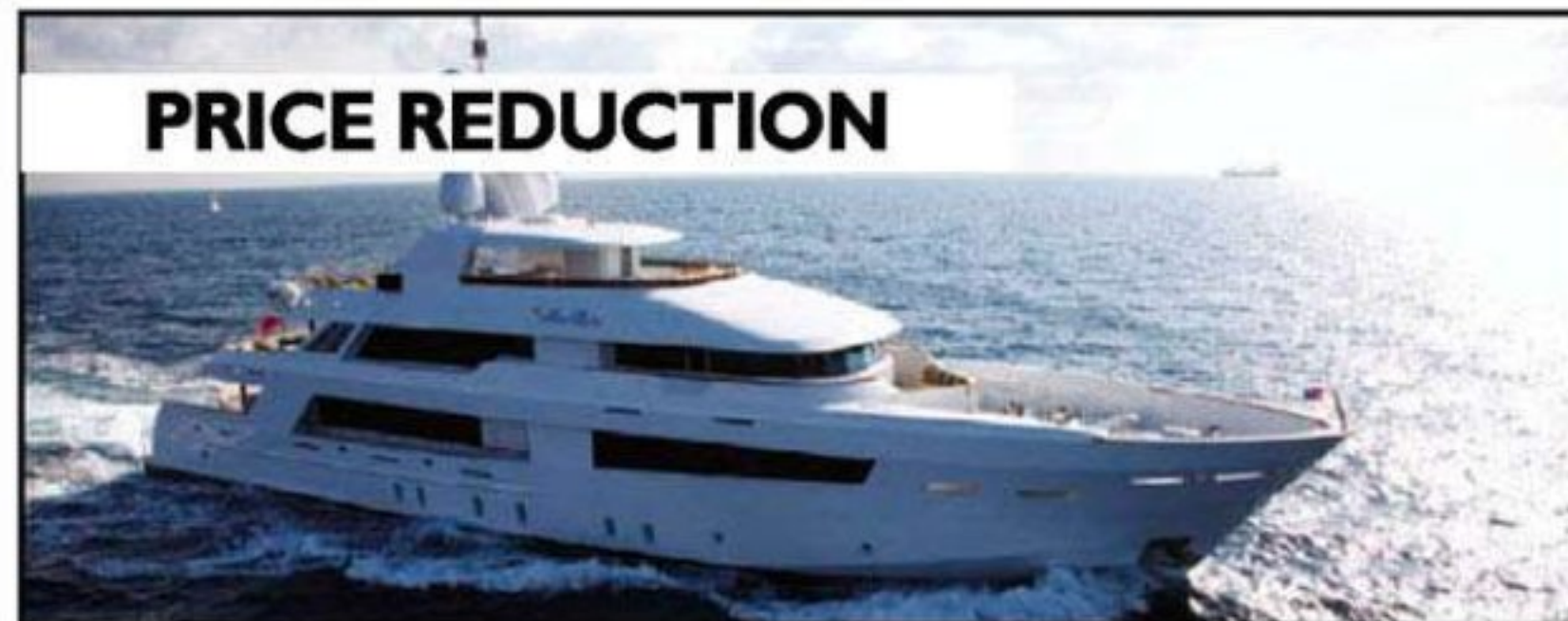
BLUE SCORPION 53.00m (173.11 ft)
Baglietto | 2006 | West Med | EUR 25,000,000 VAT Paid



SWEET PEA 50.30m (165 ft)
Feadship | 2000/2008 | Ft. Lauderdale, FL | USD 33,000,000



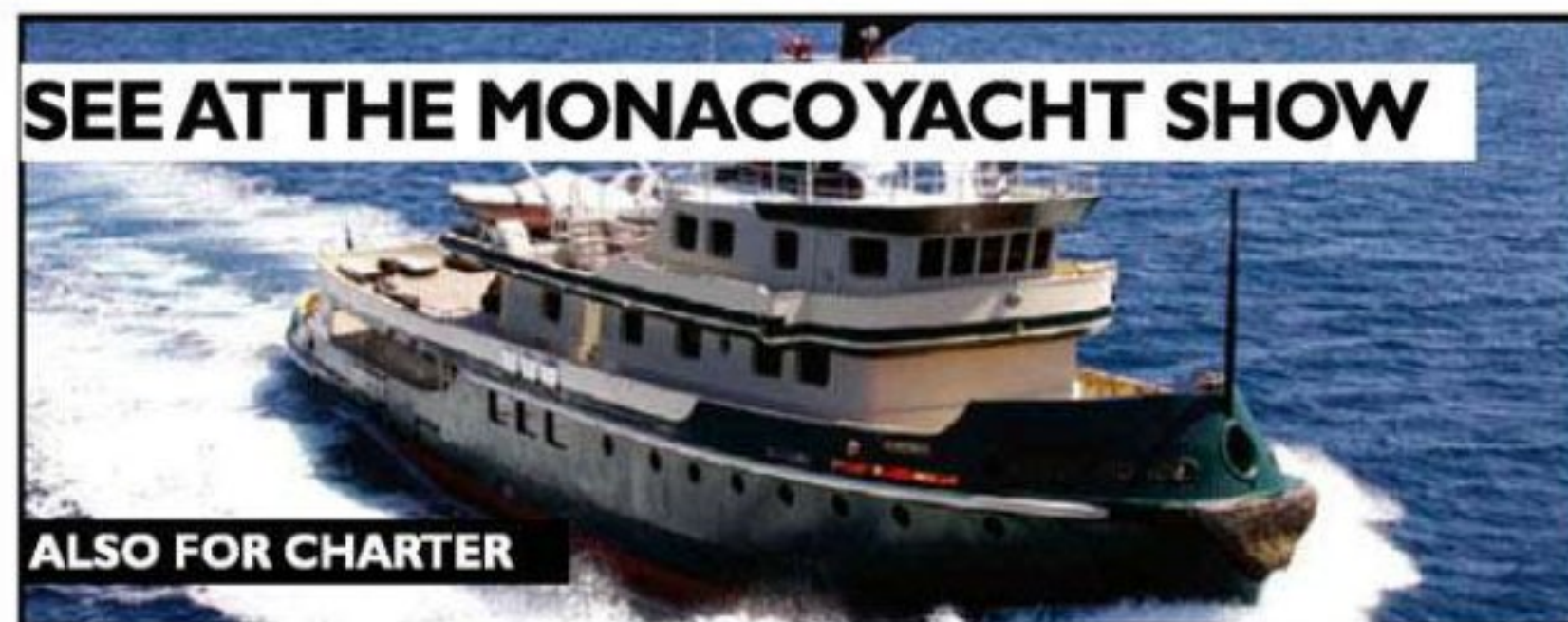
JANA 46.30m (151.11 ft)
Feadship | 1986 | U.A.E. | USD 13,995,000



BELLA BRI 46.00m (151 ft)
Northern Marine | 2008 | West Palm Beach | USD 21,500,000



TUSCAN SUN 44.80m (147 ft)
Izar of Spain | 2006 | Florida | USD 22,500,000



ARIETE PRIMO 44.10m (144.8 ft)
Richard Dunston | 1967/2006 | West Med | EUR 19,000,000



NAMASTÉ 40m (130 ft)
Westport | 2010 | Ft Lauderdale, FL | USD 19,895,000



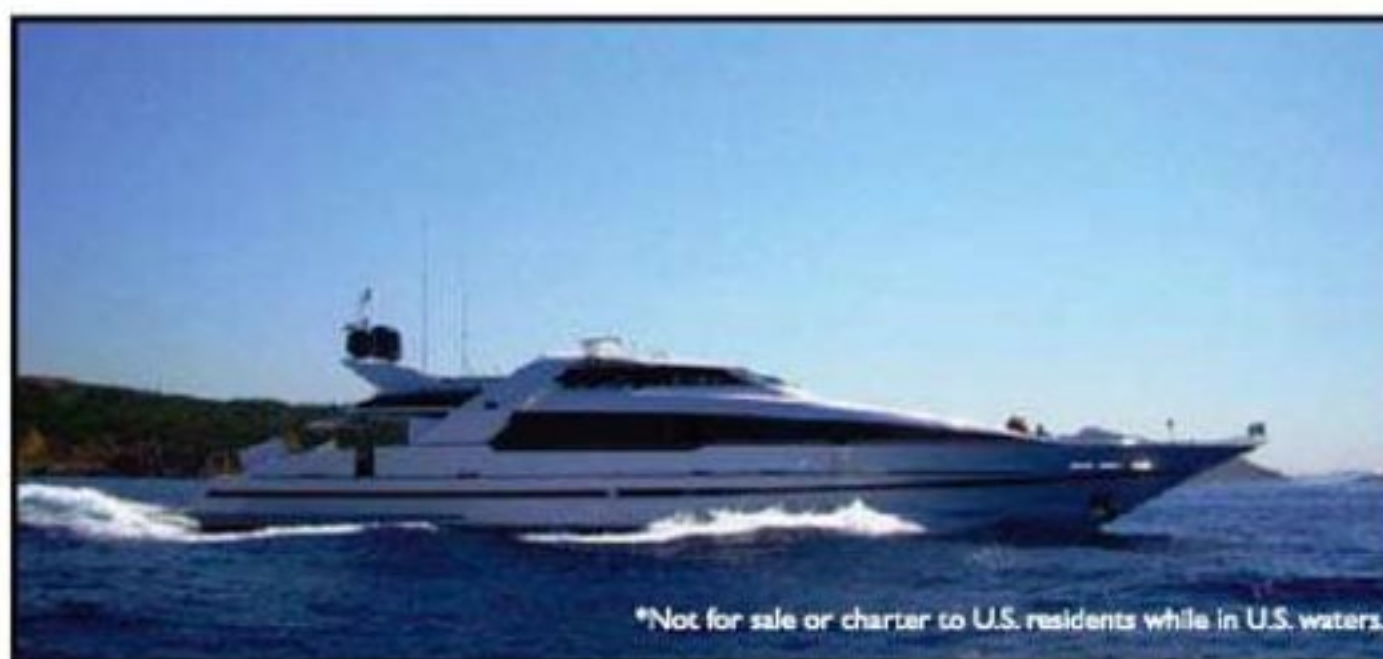
MUSTANG SALLY 40m (130 ft)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000

SALES & PURCHASE

CHARTER



AWESOME 39.60m (130 ft)
Mangusta | 2005 | West Med | EUR 12,800,000



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IMPULSIVE 38.40m (126 ft)
Norship | 1993/2010 | Mediterranean | USD 6,750,000



Joint Central Agent

NORTHCOAST 125 38.30m (125.6 ft)
Northcoast Yachts | 2011 | Ft Lauderdale, FL | USD 18,950,000



ALSO FOR CHARTER

ASPEN ALTERNATIVE 36.60m (120 ft)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000



FOREVER MY AGATA 33.00m (108 ft)
Mangusta | 2002 | West Med | EUR 7,500,000



PRICE REDUCTION

ANTIBES 32.00m (105 ft)
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,950,000



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CAROBELLE 30.00m (100 ft)
Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 3,450,000



NEW LISTING FOR SALE

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ZAKOUSKA 26.50m (86.9 ft)
Warren Yachts | 2006 | New England | USD 4,950,000

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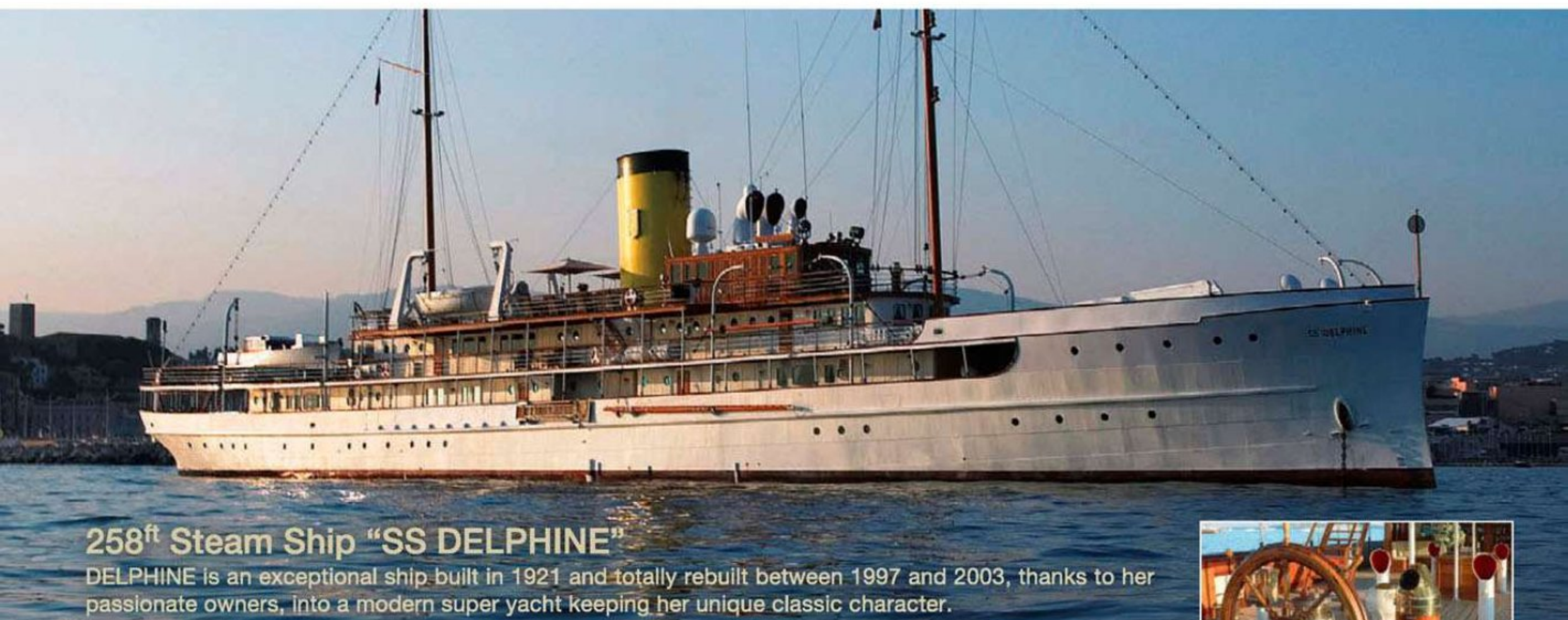
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102ft "MOONBEAM OF FIFE III" 1903. The story of the Moonbeams began in 1858 with Moonbeam I & II. In 1902 Charles Plumtree Johnson, an eminent London lawyer, decided to go back to William Fife for the creation of his 3rd yacht taking into account his navigation projects as he wanted to race under the new RORC tonnage which included sailing ships with fitted-out interiors. Moonbeam III was launched in 1903, hull n° 491 to leave the Fife yard. The result was a magnificent yacht which has now become one of the most successful classic yachts in the world. Her streamlined shape and large sail surface area both make for an extremely elegant and unique yacht.



258ft Steam Ship "SS DELPHINE"

DELPHINE is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003, thanks to her passionate owners, into a modern super yacht keeping her unique classic character.

DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship for 18 years until 1997 when she was bought by her current owner who spent nearly six years rebuilding her.

She was re-christened in September of 2003. DELPHINE is now one of the most unique and exceptional private yachts in the Mediterranean fleet and worldwide. In 2004 she received the annual showboats award for best refit.

Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious and comfortable interior. She can accommodate up to 26 guests.



80ft Power Catamaran "SONG SAIGON"

2008. An exceptional ocean passage aluminium motor catamaran.

Designed by Joubert Nivel, she has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins.

The space on her main and upper decks is just huge.

Monaco Yacht Show 2011.



80ft Catamaran "SUN TENAREZE"

2004. Built by JFA, France and designed by Michel Joubert.

After six years around the world, from Svalbard (80° of latitude North) to crystal clear waters of the Pacific Islands, from the roaring forties around New Zealand to the quiet "marsas" in the Red Sea, from Asia to Canada, SUN TENAREZE has proved to be reliable, safe, fast and extremely comfortable.



100ft Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and performing sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



Morgan 70 "MATHIGO"

2007. Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new having been used only one summer and stored indoors since.



84ft Fitzroy Yachts "NEPTUNE"

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.
Monaco Yacht Show 2011.



Baltic 78 Custom "LUPA OF LONDON"

2000. Built to combine the ultimate in luxury and performance, LUPA OF LONDON offers all the comforts for cruising in a high tech package built for speed. She boasts a canting keel to improve sailing stability. She is the ideal boat for enjoyable cruising and exciting racing events.



90ft Fast Sloop "QUINTA SANTA MARIA"

2002. A very nice, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.
Monaco Yacht Show 2011.



Swan 60/65 "EARLY PURPLE"

2002. Designed by German Frers and built by Nautor Swan. Since 2006 Early Purple has been in the same private ownership, with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.

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Asking price Euro 5.900.000,00 VAT EX (negotiable)

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MANGUSTA 105 2007 - 2 x 2.400 MTU 500 h approx - Important upgrade in 2009 - Very good condition - Asking price Euro 3.900.000,00 VAT EX (negotiable)

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SANLORENZO 108 2006 - 5 cabins 2 x 2.400 MTU - 640 engine hours - Perfect condition
Asking price: Euro 4.900.000,00

CENTRAL AGENT



MANGUSTA 108 2003 - 2 x 2.775 MTU Very good condition - Asking price Euro 3.900.000,00

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LEOPARD 32 2005 - 4 cabins - 3 x 2.000 MTU Kamewa Jet - 700 h approx - Good condition
Immediate delivery - Asking price Euro 2.370.000,00

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ADMIRAL 31 2002 - 2 x 2.350 MTU 4 cabins - perfect condition
Asking price Euro 3.400.000,00 (negotiable)

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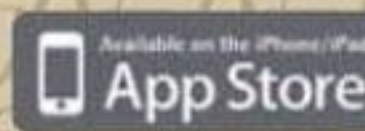


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Beautifully refitted, operated by excellent long-serving crew

Offered for charter Mediterranean/Caribbean

CHARTER



NISOR

131ft/40m Universal, Thailand 1994/2005

Huge refit in 2005 including new Cat engines

Price just reduced to secure early sale

TORRANCE



SHAMAN

GREEN MARINE / DERECKTOR / 2.300.000 € VAT PAID / LOA 26.82M / BUILT 97 / BILL TRIPP DESIGN / 6 GUESTS - 4 CREW
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Carbon composite hull, carbon mast and boom, cherry veneer on honeycomb interior, water ballast and hydraulic lifting keel for exceptional performance and stability. Responds immediately in smooth waters, reaches 10-12 kts easily under sail, with peak performances around 20 kts.

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Obsession II combines exceptional space and sumptuous accommodation with a well designed aluminium hull for performance.



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JONGERT DESIGN TEAM / 6 GUESTS - 2 CREW

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-Alain Gerbault



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C.A. Mark Elliott 305.794.1167



ZOOM ZOOM ZOOM 161' (49M) Trinity 2005. 5 Staterooms
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2009



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Engines 2 x 2434 hp MTU 16V 2000 M93

2009



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Engines 2 x 2434 hp MTU 16V M93

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ISA 120 "Midnight Sun"

Year: 2006
Length: 36.45 m
Beam: 7.40 m
Engines: 3 x MTU 16V 2000 M91 à 1,471 kW
Price: € 6,300,000 (Tax not paid)



HORIZON 116 "Sirea"

Year: 2004
Length: 35 m
Beam: 7.80 m
Engines: 2 x MTU 12V 2000 à 1,070 kW
Price: € 2,650,000 (Tax paid)



SANLORENZO 88 "Regine"

Year: 2006
Length: 26.75 m
Beam: 6.75 m
Engines: 2 x Caterpillar C32 ACERT à 1,343 kW
Price: € 3,500,000 (Tax paid)



PERSHING 76 "Vanquish"

Year: 2003
Length: 23.20 m
Beam: 5.50 m
Engines: 2 x MTU 16V 2000 M91 ASD à 1,471 kW
Price: € 1,450,000 (Tax paid)

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For charter and for Sale in South of France.

Price: 8,5 M€ - Year: 2005 - Hull: Aluminium



ISA 120' - 36,5m. - FIROUZEH

Her striking external lines offer progressive and unique styling with superb deck space and functionality.

Price: 7,4 M€ - Year: 2007 - Hull: GRP



FALCON 102' - 31,5m. - KEOMA II

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Price: 2,9 M€ - Year: 2005 - Hull: GRP



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Engines: 2 x MTU 16V 2000 M93
Lying: Mallorca

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Tickled Pink is a beautiful tri-deck superyacht. She accommodates ten guests comfortably in five luxuriously appointed staterooms. Her high specification includes Trac Star Digital Fin Stabilizers and she has had a Bose upgrade throughout.

Engines: 2 x MTU 4000 Series 12V M70
Lying: Croatia

£7,750,000 Ex VAT
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2010 SUNSEEKER 88 YACHT

This immaculate 88 Yacht has the highest specification ever ordered. Fully MCA coded, she includes; Trac Star Digital Fin Stabilisers, upgraded generators, Sunseeker twin disc system and flybridge GRP hardtop. Eight berths in four fabulous staterooms.

Engines: 2 x MTU 12V 2000 M94
Lying: United Kingdom

£3,750,000 Ex VAT
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2008 SUNSEEKER 90 YACHT

This extremely high specification yacht comes with a vast array of extras, which includes; Trac Star Digital Fin Stabilisers, upgraded generators, flybridge crane and Bose upgrade throughout. Her accommodation consists of eight berths in four cabins.

Engines: 2 x Caterpillar C32 ACERT 1800HP
Lying: France

£2,650,000 Ex VAT
Central Agent



2003 43M ALFAMARINE TRI-DECK YACHT

Designed by Andrea Bacigalupo and built to MCA compliance, this is a high performance motoryacht. Her hull and superstructure were repainted in October 2009 and she has only one owner to date. She offers vast accommodation and is impeccably maintained throughout.

Engines: 2 x MTU 12V 4000 M90 2775HP
Lying: Mallorca

\$11,999,000
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2009 SUNSEEKER PREDATOR 84 SPORT

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Lying: France

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85' Broward 1982
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85' Pacific Mariner 2008
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84' Northcoast 2001
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82' Horizon 2005
Mike Williams, C.A.



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78' West Bay 2002
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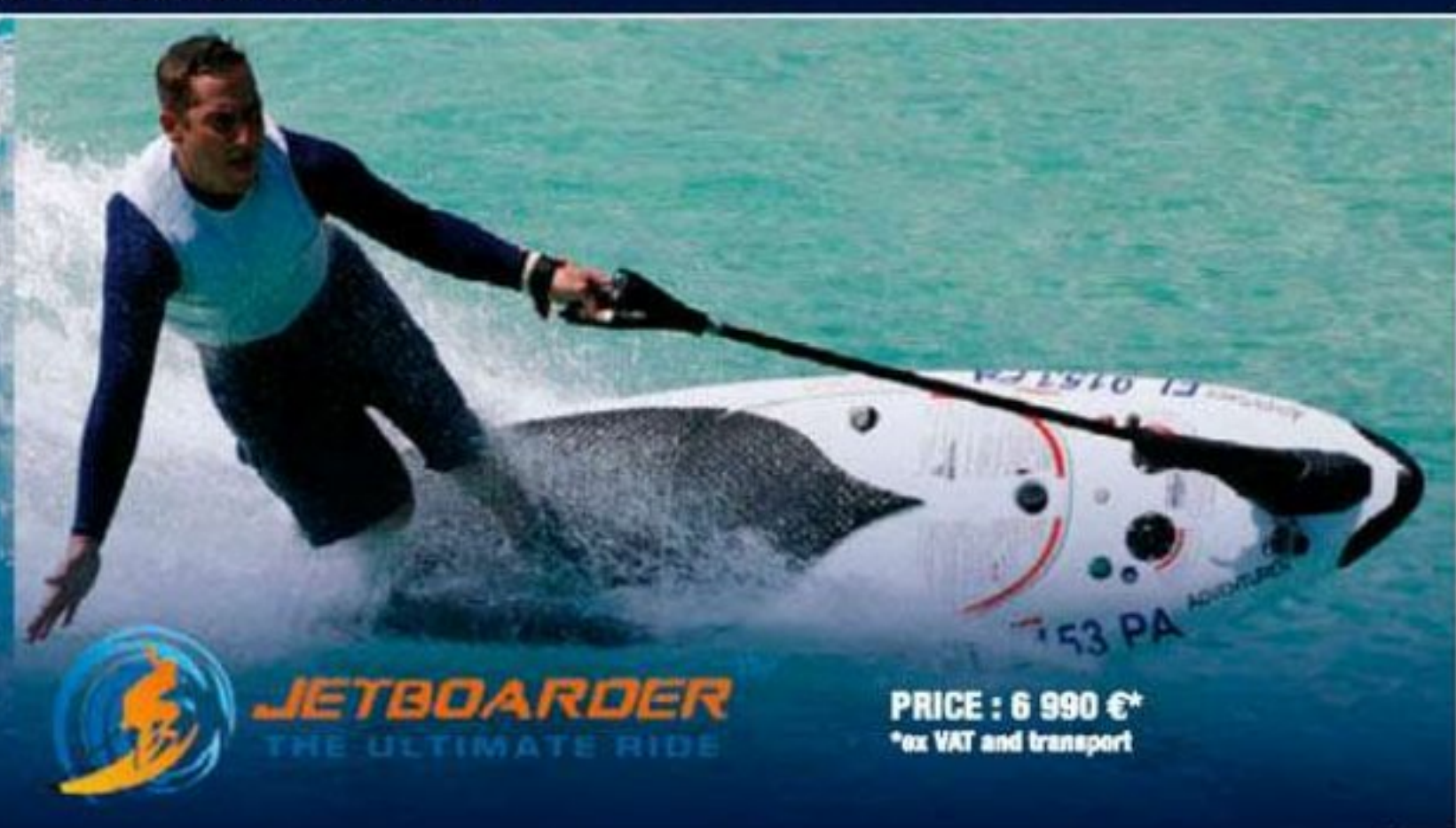
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LEOPARD 31 - 2008 : 3XMTU 2000 - 4 CABINS
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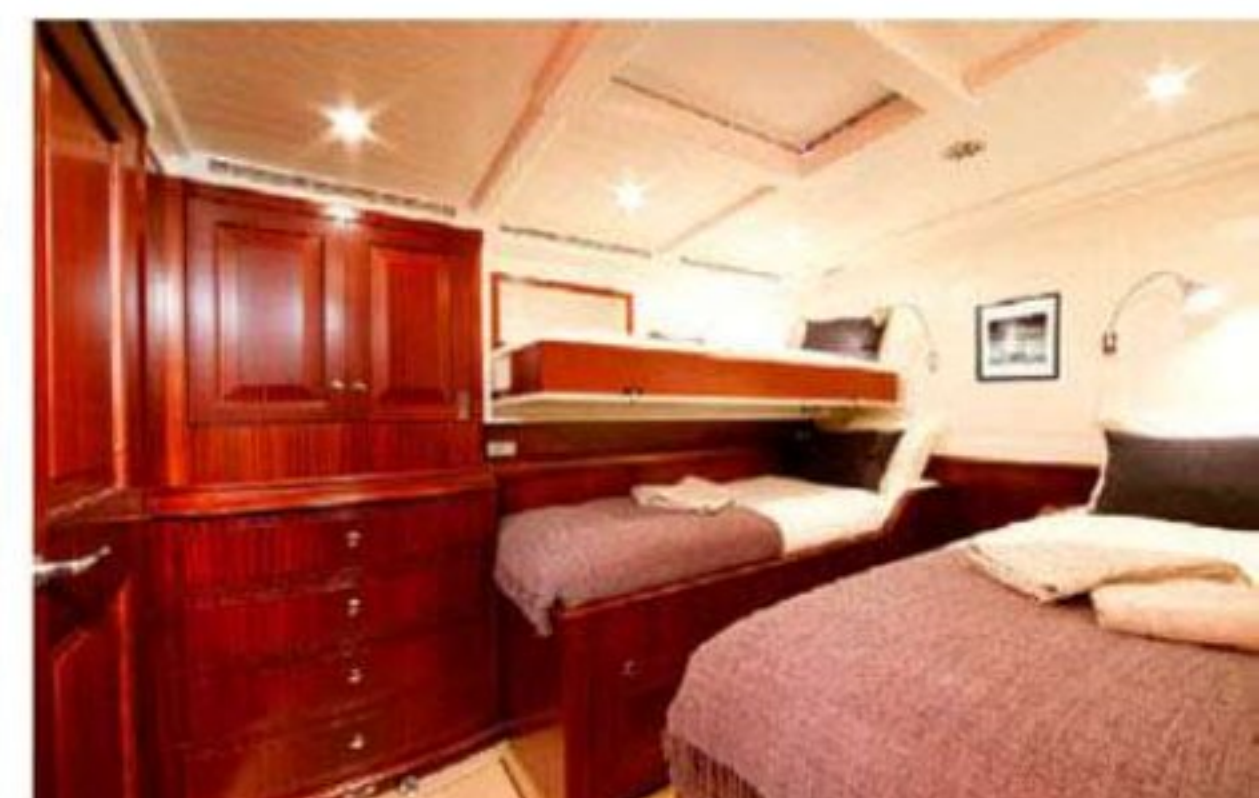
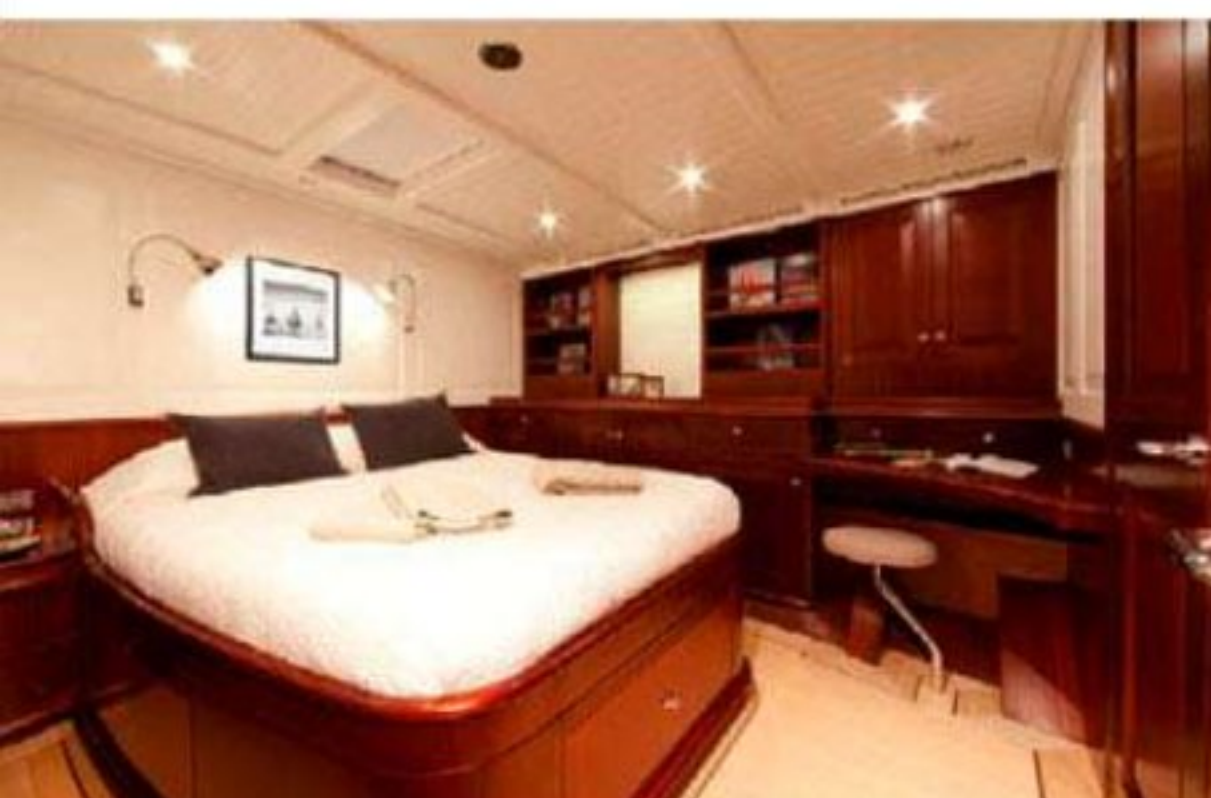
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CINQUE STAR 116' (35.4m) 2010/2011 AZIMUT



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SURYA 85'0" (25.9m) 2004/2005 PACIFIC MARINER



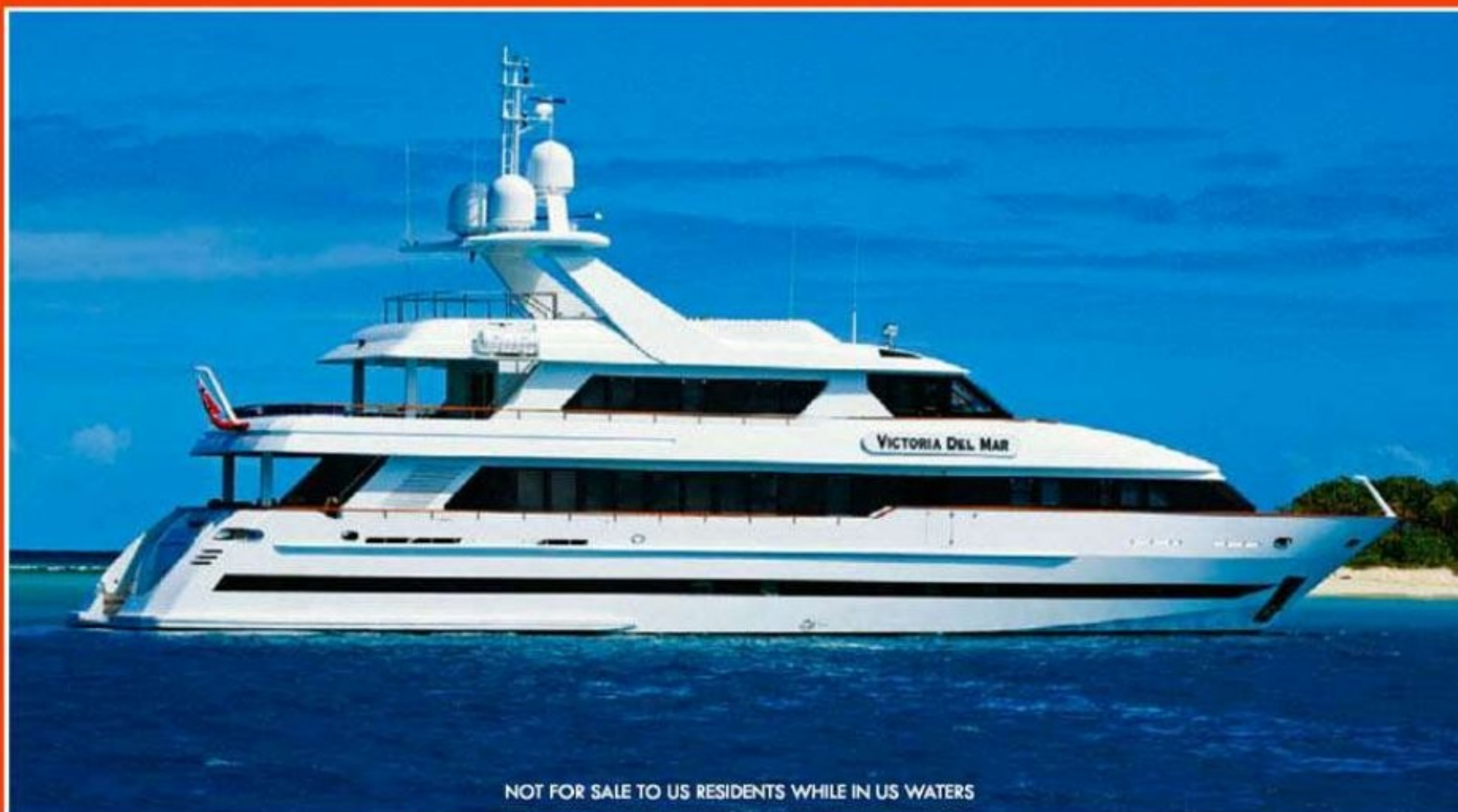
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FLECHE D'ARGENT **18,7m**



OTAM
Year/Refit 1999/2009
€ **550,000**

SEQUENCE **27m**



ADMIRAL
Year/Refit 1983/1999
€ **700,000**

RED SKY **28,1m**



GUY COUACH
Year/Refit 2002/2011
€ **1,800,000**

CLAN 2 **19m**



CARLINI RIMINI
Year 2008
€ **1,980,000**

QUEEN OF ANDAMAN **41m**



SILYON YACHTS
Year/Refit 2007/2011
€ **6,500,000**

BLINK **41m**



AKHIR
Year 2009
€ **12,500,000**

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ARIS DRIVAS YACHTING



NADARA FLY 30

Shipyard Tecnomar

Launched July 2011

Class R.I.N.A. MCA Compliant

LOA 30m

Cruising Speed 23knots

Engines 2 X Diesel CAT 1825 ACERT

Tender RH 4mt, 40HP

Guests 12 maximum

Crew 6 (3 cabins)

Cabins 5 (1 MASTER, 2 VIP,
2 TWIN with Pullman Bed)

Asking price Euro 4.500.000

Charter prices €49.000/week (July/August);
€45.000/week (rest of year)

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185 33 Pireaus, Greece

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2005 Oyster 72 *Spirit of Montpelier*

£2,000.000 ex VAT Lying: West Med

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32M - De Vries Lentsch 3250 - 1996 - On request



20M - Moonen 68 - 1989 - € 795,000

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39m (127'11")

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MOONEN



MOONEN 84 - *ELEONORA*

YN 180 - Year 2005

Construction:	Steel/Aluminium
Dimensions:	26.25 x 6.67 x 1.80 metres
Engines:	Twin Caterpillar 3406E, 480 bhp each (bkW 354)
Performance:	Maximum speed: approx. 12.5 knots
Accommodation:	8 guests in 4 cabins, 3 crew in 2 cabins
Range:	Approx. 3,000 nm at 9.0 knots

Price € 3,950.000 excl. VAT



MOONEN 97 - NEW BUILD!

YN 193 - Year 2011

Construction:	Steel/Aluminium
Dimensions:	30.00 x 7.30 x 2.20 metres
Engines:	Twin Caterpillar C18 DI-TA 600 bhp each (bkW 448)
Performance:	Maximum speed: approx. 13.0 knots
Accommodation:	8 guests in 4 cabins, 4 crew in 2 cabins
Range:	Approx. 4,500 nm at 9.0 knots

Price € 9,300.000 excl. VAT

Come visit this Moonen 97 at the Cannes and Monaco boat shows!



MOONEN 120 - *VICTORIA DEL MAR*

YN 171 - Year 2001

Construction:	Steel/Aluminium
Dimensions:	36.90 x 8.20 x 2.40 metres
Engines:	Twin Caterpillar 3412 DITA, 670 hp each
Performance:	Maximum speed: approx. 12.0 knots
Accommodation:	10 guests in 5 cabins, 7 crew in 4 cabins

Price € 6,900.000 excl. VAT

Victoria del Mar has an unusually large volume, comparable to a 40-metre+ yacht. Her bulbous bow generates extra speed and facilitates economical sailing.

Please call Robert Drontmann for more information or private viewing: +31 (0)73 621 00 94 (during office hours). Or at: +31 (0)6 106 928 91 (mobile).

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Super Yacht built in composite : Epoxy/E-Glass/Kevlar/Carbon. Spacious and Luxury Yacht, powered by 2x1000 hp for a range of 5000 nm at 12 knots (Top 16 knots). Huge living space and aft master stateroom with terrace and sea view. 2 tenders of 6.00 m + Jetskis. Bureau Veritas Classified and MCA compliant.

NEW SUPER YACHT - VATON 33 M - DELIVERY 2011



Super Yacht built in aluminium. Centre-board Sailing Yacht. Draft : 5.20/1.60 m. Mast and boom in carbon fibre. Rod rigging. Spectra sails. Sail area : 440 m². Engine : 350 hp. Deck-saloon with sea view. Interior saloon and dinning. Huge aft owner's cabin + 4 guest cabins (12) + crew (4). Tender of 6.00 m.

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Mulder 82 Flybridge

2003, 24.90 x 6.30 x 1.80 m, 5 cabins, steel, 2 x 390 pk
Caterpillar At request



Vitters MY

2000, 18.50 x 4.85 x 1.45 m, 3 cabins, aluminum, 2 x 660 pk
Caterpillar At request



De Vries Lentsch Kotter 18.20

2000, 18.20 x 5.60 x 1.80 m, 3 cabins + 1 x crew, steel,
2 x 240 pk Caterpillar € 750.000,= ex. BTW



Vripack Long Range Offshore Vessel

2008, 19.95 x 6.16 x 1.70 m, 3 cabins, steel, 2 x 255 pk
Caterpillar € 1.750.000,=



Fairline 68 Squadron

2006, 21.16 x 5.40 x 1.45 m, 4 cabins + 1 x crew, GRP,
2 x 1550 pk Caterpillar € 1.395.000,=



Moonen 68 VS Long Range

1992, refit 2007/2008, 20.00 x 5.20 x 1.80 m, 3 cabins,
steel, 2 x 292 pk Volvo Penta € 895.000,=



Motoryacht Croix du Sud (ex MTB)

1944/1981, 23.60 x 6.30 x 1.50 m, 3 cabins + 1 x crew,
mahogany with epoxy, 2 x 525 pk Detroit € 815.000,=



Princess 65

2002, 20.90 x 5.08 x 1.25 m, 4 cabins + 1 x crew, GRP,
2 x 1050 pk MAN € 795.000,=

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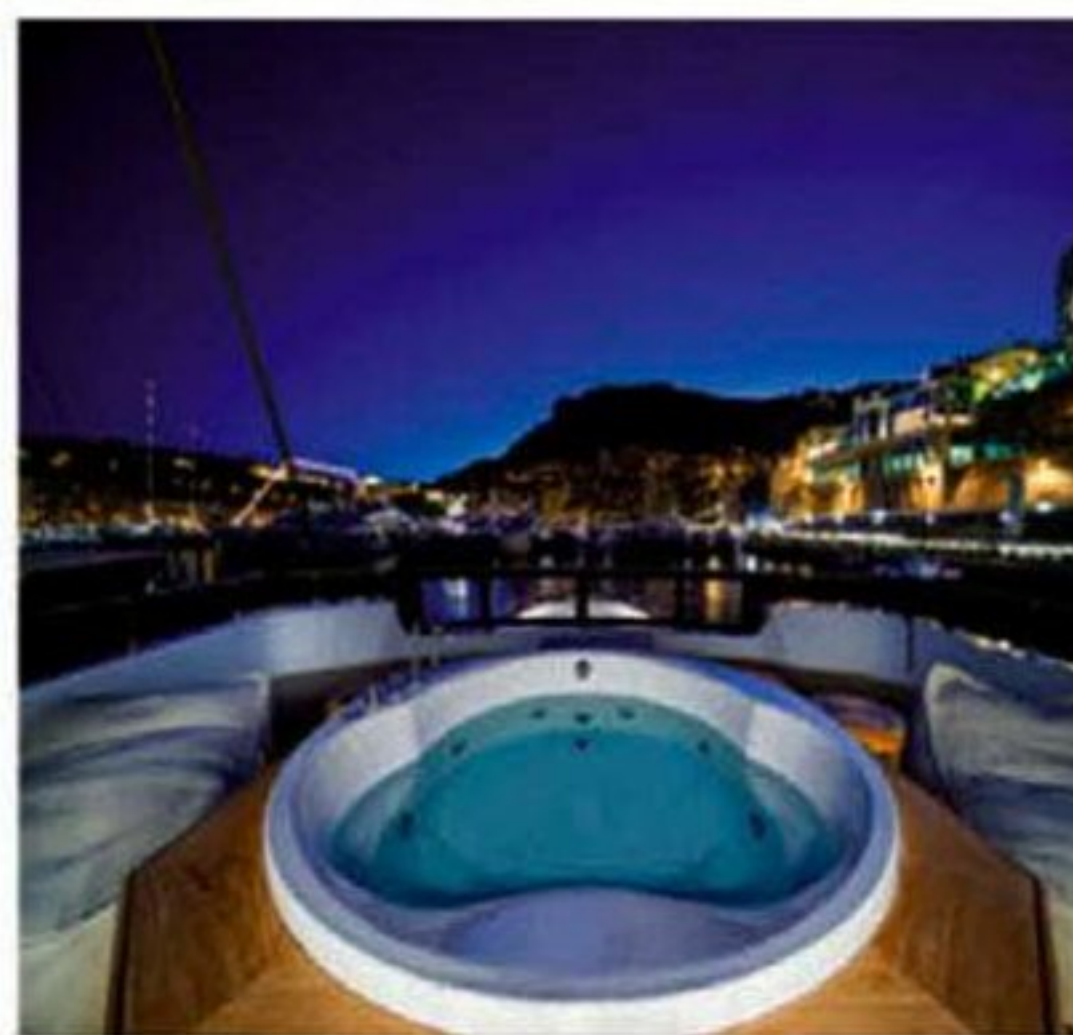
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Altair



108 ft William Fife Topsail Schooner 1931

ALTAIR has become the standard bearer for authenticity from her landmark restoration in 1987. Commissioned for the southern seas, Fife could not help but create a blend of breathtaking beauty; fast, safe and totally capable.

€ 6,000,000 Lying France

Always the darling of the classic regatta fleet and often winner, ALTAIR is the ultimate vintage yacht; her facilities discreetly carried also allow her to cruise anywhere. Above all she is blessed with that spirit engendered by her designer, the incomparable William Fife III.

Rowdy



59 ft Herreshoff New York 40 Bermudan Cutter 1916

As a "Fighting Forty" ROWDY has dominated her class in classic regattas. Meanwhile as the cruiser for which the class was principally designed, her sister RUGOSA flew the flag in 2001 to voyage

€ 1,150,000 Lying France

some 26,000 miles to the Americas Cup Jubilee. Authentic and her condition hard to fault ROWDY today personifies the total versatility of this design – one of very few as capable from any era.

SEA INDEPENDENT

IJsselmeer 52° 41' 14.24" N 5° 16' 28.67" O



DUTCH ADVENTURE TRAWLER **ZEWOELF**

Dimensions: 25,42 x 6,22 x 2,80 M	Built: 1963	Engine: Caterpillar 407Hp	Lying: Enkhuizen (NL)	VAT status: PAID	Price: EUR 950.000
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Zeewoelf is a ship with an unorthodox but very exciting history! Originally built in 1960 as a North Sea fishing cutter, Zeewoelf turned the tides in the 1980s and became a guard vessel for various oilrigs and eventually ended up in St. Vincent in the 1990s.

In 2002, Zeewoelf - completely renovated and modernized - was set again to sea as an internationally seaworthy vessel.

Zeewoelf is an aesthetically designed vessel with a distinct classical cutter form. Complete with teak finishing and exceptional amenities - including a rear deck for your car- this ship is the ultimate sea faring vessel while providing the perfect ambience for a romantic rendezvous or a sophisticated lounge setting for you and your friends.

For detail specifications: www.seaindependent.com or call +31 229 27 97 53



MULDER



Mulder 82 Flybridge - 2002 - 2x CAT 390 Hp, 24.90m x 6.30m

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For further information please contact the shipyard.

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Benetti Sail Division 105 (31.5M)

PRICE from 6.8 million euros to 5.95 million euros Ex tax.

Launched August 2009 under the watchful eye of a professional independent marine surveyor who was present from the start of construction. Particular attention being paid to her ability for smooth and peaceful running and full stabilisation guarantees a comfortable motion. Luxury accommodation for 9/10 guests in four cabins with crew for 6 in 3 cabins. This Benetti SD 105 was built to an exceptionally high standard with no expense spared on her detailed construction and extra equipment. She comes complete and ready to cruise the 2011 season. An along side berth available in Puerto Portals, Mallorca b.s.n. Please contact Sunbird Mallorca for full information.

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Major Price Reduction



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2006 105' Leopard
Sleeps 9 in 4 Cabins + Crew
Spacious Salon | Day Head | Bar | Cinema



1993 105' Broward
Raised Pilothouse
New Engines 2002



Not Offered To US Residents While In US Waters

2000 100' Azimut
Just Arrived at Our Docks
New to Market | Call for Details



1995 100' Mangusta
Kept Undercover | Trades Considered!
Asking \$1,395,000 | Bring All Offers!



1988 95' Broward Motor Yacht
Motivated Seller
Make Offers



92' Jones Goodell Yacht Fisherman
4 Stateroom + Crew
Major Refit



1986 86' Stephens PMY
Extensive Extras | Trades Considered
Kept Undercover | \$995K | Bring Offers



1997 84' Hatteras Elite Series
Recent Paint and Upgrades



2005/2006 80' Cheoy Lee
Custom Built | 4 Staterooms + Crew
Walkaround Decks



2002 75' Fleming CMY
Mint Condition | Price Reduction
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Midship Master | Galley Open to Salon
Full Cockpit | Cat C-18 engines



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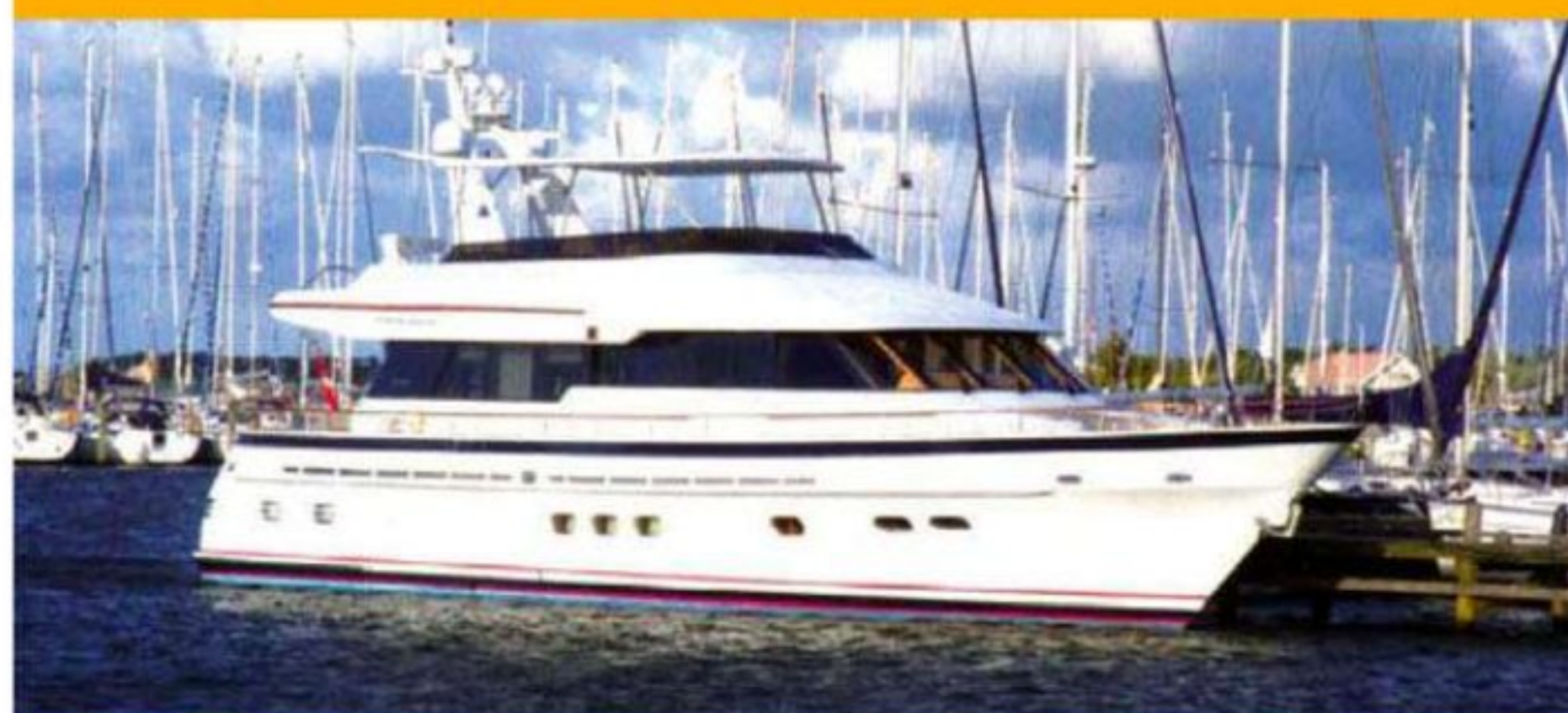
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SOLAL. Sanlorenzo 82. Built 1999, delivered 2000. Dim: 23m95 x 6m00. This Sanlorenzo is in excellent condition and under MCA. Maintained to the highest standards. Caterpillar diesels. Four cabins with ensuite bathrooms plus separate crewcabins. Maintained to the highest standards, beautiful interior with new furnishings. She is truly ready to go. Lying: South of France.



Belle de Jour. Long range, twin screw motoryacht with steel hull and aluminium superstructure. Built 1994. Dim: 21m20 x 5m75. Designed by Pieter Beeldsnijder and custom-built by Hakvoort shipyard in the Netherlands. Maple interior with saloon, separate galley and pilothouse on maindeck. Full-beam owner's cabin, VIP cabin and guestcabin each with bathroom ensuite. Crewcabin upfront. Easy to handle family-yacht. Lying the Netherlands.



Lady Anne. Truly Classic 56 by Hoek Design. Dim: 17,50 x 4,45 x 2,40m. Built in 1998 by McMullen & Wing, refit in the Netherlands 2009/2010. Elegant sailingyacht with in-boom mainsail and electric furlers. New North 3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. Lying: the Netherlands.

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BENETTI 145' Vision 2006 700 hrs
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MAIORA 31 DP 2001 € 3,9m
MAIORA 26 DP 1998 € 1,2m



SANLORENZO 88' 2008 € 3,8 m
SANLORENZO 88' 2002 € 2,7 m



FALCON 86' 2005/06 € 2,450,000
FALCON 92' 1998 Gen. Refit 2009



TECHNEMA POSILLIPO 80' 2004 € 1,4m
TECHNEMA POSILLIPO 95' 2004 € 3,5m



MANGUSTA 72' 2003/2004 € 1,250m
2 x 1500 MAN 480 hrs Refit 2011



ALFAMARINE 72' 2008 excellent condition € 1.7m
4 cabins+crew 2x1500 MTU hrs 150 ASD14

126' Christensen 1992 + 120' 1995/2008
2 CRN 39m 3,5/4,1m – CRN 31m 1,4m
Mangusta 108' 2001 – Mangusta 92' 2005
Tecnema 95' 2004 2x2400 MTU € 4.6 m
Pershing 88' 2003 € 3,950,000
2 Diano 26 m 1999/97 perfette 1.6 m
CRN 26m 1998 € 2.100.000
3 Mangusta 80 1994/96 € 1,4m / 1,6 - 2001 € 2m
Falcon 80' 1989 € 1.150.000
Canados 80' 1989 € 690.000
Falcon 76' 1994 G. Refit 2007 € 750,000
Sunseeker 75' Predator 2000 € 1,550,000
DeVries 74' 1948 Refit 2011 4 guests cabins+crew
Akhir 22.50 m 1989 € 750,000. Akhir 20 m 1983/03
2 Pershing 65' 2000/1998 + 54' 2001 750,000
Mochi Dolphin 64' 2007 MAN 2x1224 hp
Sanlorenzo 62' 2007 2x1100 MTU € 1,2m
Princess V 55' 1999 excellent € 450,000
Fairline 50' Phantom 2003 Volvo 2x615 hp
Primatist G50 2003 Volvo 2x714
Fiart 50' Genius 2006 HT
Fairline 48 Targa 2001 € 270.000
Itama 46' 1998 € 420,000 – Itama 45' + 2 38'
Mochi 46' Fly 1986 €195.000
3 Baia 43' FO 1992/1993 € 170/200.000
Sail selection
Perini Navi 45m - Perini Navi 40 m.
Jongert: 3300 2000 – 3000ds 1995 – 20T 1994
Gullet Ketch 2002 € 1,200,000
Classic 25 m Moreno Pujal 2001 hydraulic sails
Bruce Farr 65' 1994 ottimo stato € 900.000
G.Soleil Maxi 1994 € 0.7 m + GS 52' 1993
Sangermani 19,45m 1964 Refit 2000 € 595,000
Sangermani Yawl 15.60 m 1965 € 230.000
X512 1992 gen. Refit 2004
Hallberg Rassy 45' 1993' + HR 42' 1983



PERSHING 88' 2004 MAN 2x2000 hp € 2,5m
PERSHING 65' 2003 MTU 2x1370 hp 420 hrs



RIVA 85' OPERA 2006 650 hrs € 2,4m
RIVA 80' OPERA 2000/2009 € 1,950m



MAIORA 24 2003 4 cabins € 1,350,000
MAIORA 20' 2001 MAN 2x1300 € 1,3m



AZ 85' 2002 MTU 2x1570 hp 4+2 cabins
Only one Owner. Excellent conditions.



PERSHING 54' 2003 3+1 cabins € 450,000
2x1300 MAN 530 hrs 44/52 knots



BAIA 54' AQUA 2005 Excellent € 430,000
2x1050 MAN ASD11 hrs 260 3 cabins+crew



SANLORENZO 72' 2000 € 835.000
General Refit 2011 4 cabins + crew

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Rhode Island USA
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24m Van de Stadt Cutter

\$1,950,000 + VAT
Palma de Mallorca



Fabulous go anywhere, into everything, no fuss cruising yacht from Down Under, drawn by the master and built with elegance by Kelly Archer. Andrew Winch interior and enjoys an exacting maintenance programme, she shines from truck to bilge. This is one deeply cool yacht.



Elegance 72'

\$595,000 VAT paid
East Mediterranean



Great looking motoryacht as Drettman can in 2000. 2 x thumping 1,500hp Cats give considerable rocket power and the interior accommodation would put the good Doctor's tardis to shame. Now massively seriously for sale, the asking price is on the malnourished side of slim.



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This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson pt@ocyachts.com +44 7788 755334

Michael White mike@ocyachts.com +44 7785 360845

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STYLE | CUOR DI LEONE



AGGRESSIVELY FOR SALE NOW!

Superb 50m (164') BENETTI launched in 1999; recently completed a **USD 4m** refit in Italy including incredible interior finishes, total repaint, new generators; the list is extensive! Accommodation for 12 guests in 6 suites plus 12 crew maximizes her potential for private and charter use. **Owner highly motivated to sell now!**

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Peter Thompson pt@ocyachts.com +44 7788 755334

Michael White mike@ocyachts.com +44 7785 360845

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ONYX - PRICE REDUCTION

2009 Sanlorenzo 40Alloy with recent 1.3m EUR price reduction - excellent value especially when compared to a new build!
Price: 13,500,000 EUR. Central Agents for sale and charter.



ASLEC 3

Stunning 2007 32m Castagnola. 5 cabins with 12 guest berths. Featuring a contemporary Celeste dell'Anna interior. 27 knots cruising and RINA classified.
Price: 3,995,000 EUR (VAT Paid). Central Agents.



MORE

This 2003 Benetti has had a substantial refit, including new zero speed stabilizers, 2 new generators, 2 new water makers and new exterior upholstery.
Price: 13,600,000 EUR. Central Agents for sale and charter.



MD 90 - NEW CONSTRUCTION

This 27.6m (91') Maxi Dolphin new build project provides a "gran turismo" to the superyacht world. Can accommodate 8 guests in 4 cabins.
Price: 7,375,000 EUR. Central Agents.



LA LUNA

True high performance Custom Dixon 73 cruiser with proven blue-ocean track record, continually improved and upgraded. 6 guests.
Price: 2,825,000 GBP. Central Agents.



4H

A sistership has recently been sold close to 13m Euro - knowing this you can't go wrong with 4H. This 2009 Sanlorenzo 40Alloy is in outstanding condition and ready to go.
Price: 12,500,000 EUR. Central Agents for sale and charter.

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ELEMENT - MASSIVE PRICE REDUCTION

Unique 42.7m Cantieri di Pisa built in 2002 and continually upgraded since. Lloyds 100 A1, full MCA Commercial certification plus mini ISM. Enviably charter record.

Price: 7,950,000 EUR. Joint Central Agents for sale. Central Agents for charter.



JADE 120 - NEW CONSTRUCTION

This 36.5m is available in just 18 months from signed contract. Very high spec vessel including zero speed stabilizers & MCA compliance as standard. Attractively priced, even more so with the current USD/EUR rate. Outstanding quality and finish as proven in previous models.

Price: 10,800,000 USD. Central Agents.



CARBON OCEAN YACHT 82

A 25.1m new-build carbon series that excels without compromise! 6 guests.
Price: 8,995,000 USD. Central Agents.



IN EXILE

An almost unused 22.68m Ferretti 731, fully equipped. 8 guests.
Price: 2,150,000 EUR. Central Agents.



PASSE PARTOUT

World cruising capable 42m Jongert from 2001. Has benefitted from two major refits in her life. VAT Paid.
Price: 9,250,000 EUR. Central Agents.



ERMIS 2

A 37.5m wolf in sheep's clothing. 55+ knots, triple MTU & KaMeWa jets. 8/10 guests. VAT Paid.
Price: 16,000,000 EUR. Joint Central Agents.



LADY NATINIA

Largest Canados available on the market. This 32m from 2004 sleeps 8 guests.
Price: 2,750,000 EUR. Joint Central Agents.



MONACO

38m Feadship from 1982, comprehensively refitted in 2006 by Pendennis. 8 guests. VAT Paid.
Price: 5,500,000 EUR. Central Agents for sale and charter.



ATALANTA

A 25.13m JFA from 2002. Everything serviced, hull polished and new sails just delivered.
Price: 1,375,000 EUR. Central Agents for sale and charter.



MERLIN

This 30m modern Turkish motor sailor from 2010 has excellent volume. 9 guests.
Price: 6,950,000 EUR. Central Agents.



CHRISTINE OF LONDON

Built in 2003 by Ferretti, this 94 Custom Line has been designed using the most advanced construction techniques.
Price: 2,950,000 EUR. Central Agents.

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REVERIE - MONACO YACHT SHOW 2011

Delivered in 2000 the 70.10m REVERIE remains one of the iconic vessels of the modern era. Massive volume and interior space as well as huge deck areas set her apart. Helicopter capable with world-girdling range she has been meticulously maintained and sensibly upgraded.

Price: 75,000,000 USD. Central Agents for sale and charter.



ANEDIGMI - MONACO YACHT SHOW 2011

This 49.68m OCEANCO is now probably in the best shape of her life after a recent multi million EUR refit. Full ISM/ISPS certified, zero speed stabilised and ready for a new proud Owner. Can accommodate 12 guests in 6 cabins.

Price: 14,000,000 EUR. Central Agents.



Explore a new dimension
THE SUNSEEKER 40 METRE YACHT

40



Sunseeker Poole
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See us at the PSP Southampton International Boat Show 16 – 25th September 2011



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